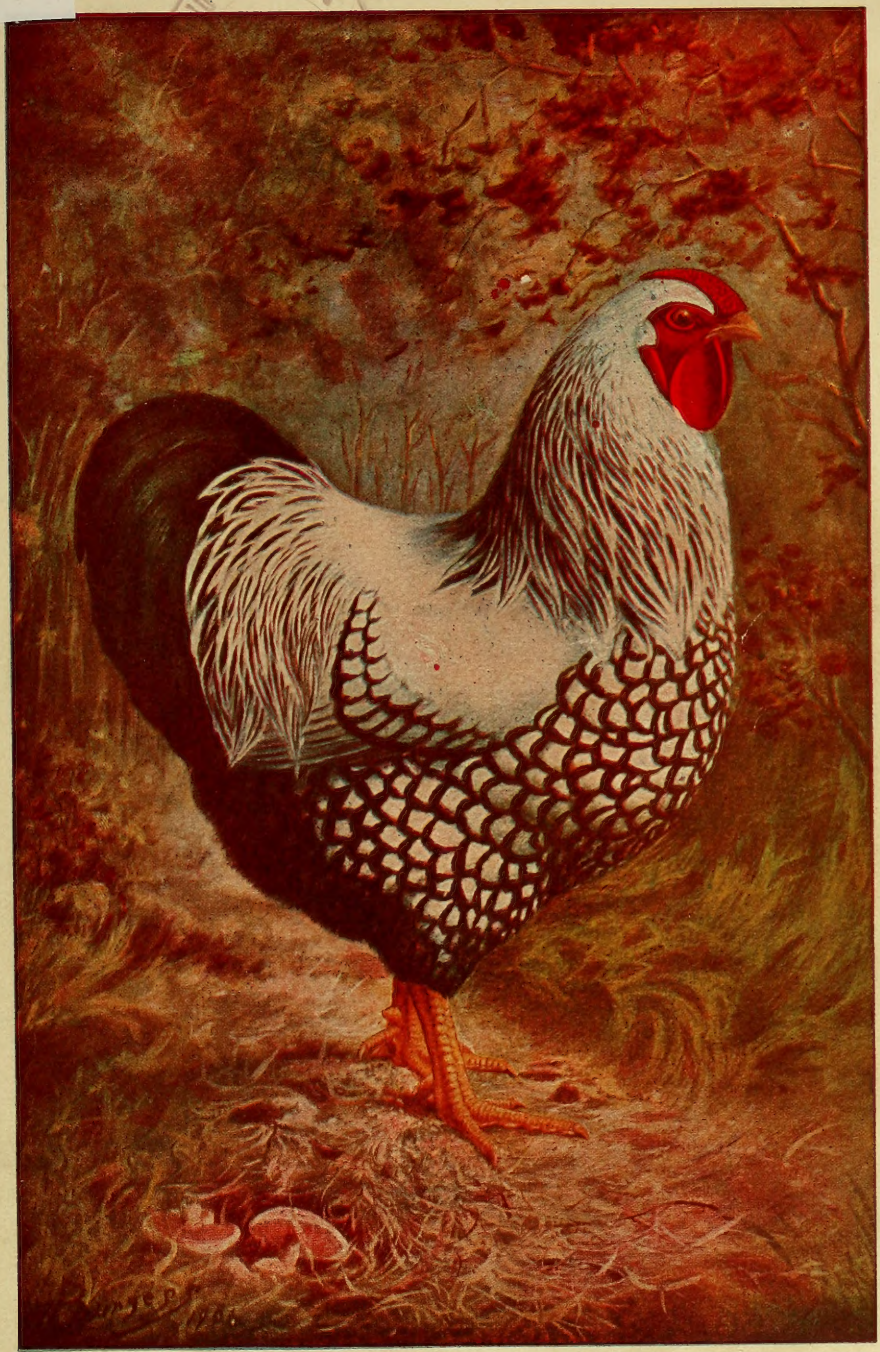
F 487
F7
opy 1

# oney in Poultry and Squabs



Published by FRANK FOY

Price Ten Cents

Des Moines, Iowa

## QUESTIONS AND ANSWERS

SF487 .F7

Q. How many express companies can you ship by?

A. United States, American, Adams, Southern Pacific and Wells-Fargo express companies.

Q. What is meant by pairs, trios and pens of fowls?

A. A pair consists of one male and one female; a trio of one male and two females; a pen of one male and four to ten females, as you may like.

Q. What are your terms?

A. My terms are: Cash must accompany all orders; nothing sent C. O. D. Send money by draft, express money order, postoffice money order or registered letter.

Q. Do you guarantee the safe arrival of books and all other packages sent by mail?

A. No; unless they are sent by registered mail, which will cost but ten cents additional above the regular postage. It is very seldom that anything is lost, yet it sometimes occurs. Several books or boxes of medicine can be sent in one package unless the package weighs more than four pounds. Registering a package costs you but ten cents extra; then it is absolutely safe.

Q. How many fertile eggs do you guarantee in a sitting?

A. If there are less than eight fertile eggs in a sitting of fifteen, I will duplicate your order at one-half the price of a single sitting. When eggs are ordered by the hundred for incubators and the incubator price is paid, I do not agree to duplicate the order at half price, but will only do what I think is right.

Q. Could you get a cheaper express rate if I should send you the amount?

A. There is just one rate, whether paid in advance or when received.

Q. How far can you ship eggs and have them hatch?

A. To all parts of the United States, Canada and Mexico.

Q. How do you pack eggs for shipment?

A. I pack eggs in new baskets made especially for my use, in the best possible manner, so they may be carried to any part of the world. A single sitting weighs about four pounds; two sittings six and one-half pounds.

Q. How do you ship birds?

A. I ship all birds in very light, strong coops, and they comply with the express companies' requirements to get lowest rates.

Q. What goes with an incubator?

A. Everything that is necessary for operation, except eggs and oil—egg testers, thermometers, egg trays and complete directions.

Q. Have you any agents?

A. No. My margin of profit is so very small that I cannot afford to have agents. If I had agents I would have to sell my machines at a higher price. Hardware or implement dealers who act as agents usually make from $5.00 to $6.00 on each machine they sell. By buying direct from the manufacturers you save the middleman's profit. My catalogue is my only salesman. I offer to the public the best incubators and brooders and pure bred poultry at the lowest price that it is possible to produce them.

Q. Do you make special machines for hatching duck and turkey eggs?

A. No. My regular machines are used and will hatch duck and turkey eggs just as well as a special machine and in the trays the hen eggs are hatched in.

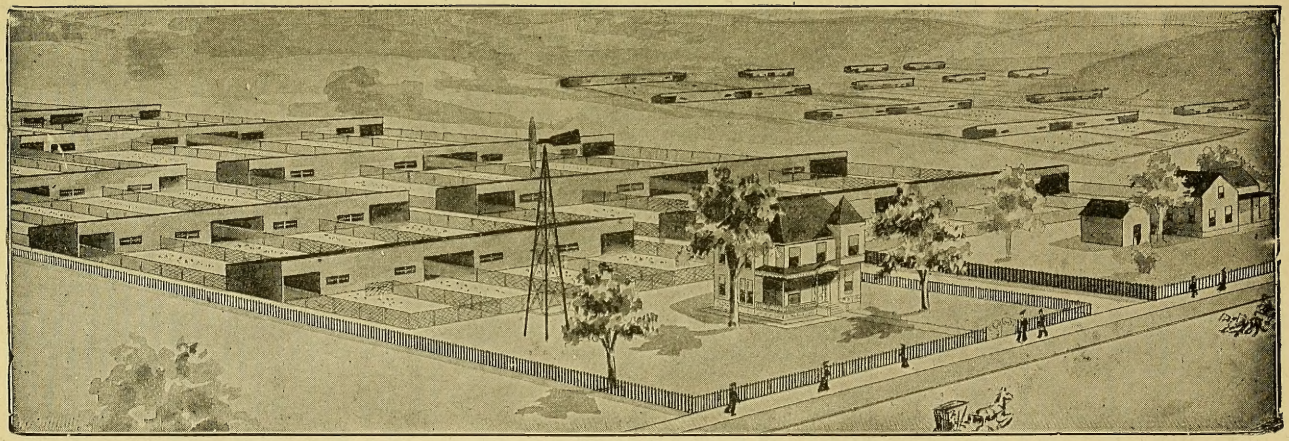
Q. Is it necessary to fill the machine full of eggs, or can a less number than rated capacity be hatched?

A. One and two hundred egg machines will hatch one dozen or more eggs just as well as if the machine was filled to its rated capacity. The largest machines are the most profitable to buy.

Q. What is meant by double and single mating system, and what is the difference?

A. Double mating is the system of using two matings to produce birds of one variety, one mating being to produce the exhibition males and the other the exhibition females. This is practiced by some breeders of some parti-colored varieties. Single mating is the mating of standard colored birds in both sexes, together with the expectation of producing both females and male of standard or exhibition color.

mj. Oct. 27, 1910



# CRESCENT POULTRY FARM

FRANK FOY, Proprietor

DES MOINES, :: IOWA

# Introducing Myself

When any one begins to do business with a stranger he likes to know something about the man he is dealing with. Sometimes I think it is hardly necessary for me to introduce myself to the public, because I have been in business so many years that it seems I ought to be pretty well known by this time. This is what I think when I get to feeling proud of the business I have built up. I have sold eggs and poultry to more than **one hundred thousand** different people in my life. This seems like a pretty big crowd but when I remember that we are beginning to talk about one hundred million people in this country I see right away that I must get acquainted with a lot more people before I know all of them. A hundred thousand people is just one in one thousand, so it seems I haven't got around yet. For every one with whom I have done business there are nine hundred and ninety-nine with whom I have not done business. When I think of this I think maybe I had better say a word or two about myself.

I don't need to say that I must have satisfied the people I have been dealing with or I wouldn't be in business now. I have sold eggs or poultry or incubators to people in about every county in the United States and in a good many of these counties I have customers in every school district. If I had not been pretty square in my dealings I would have dropped out of sight a good many years ago. I am prouder of the way my business grows year after year than of anything else in my experience. It shows me that the people with whom I deal tell their friends about me and get them for customers.

This catalogue is just a plain matter-of-fact story about my business. I might have hired some one to tell a lot of pretty stories but I want this catalogue to mean ME to every one who gets it. I have written it out just as I would talk to a man who wanted some of my poultry or eggs. I really think I can write a pretty good catalogue. At least there are poultry men in this country who follow right along after my style in getting up their catalogues.

This doesn't worry me any. I started out to become the leading poultryman of this country and I have built up the largest business of the kind in this country.

I am not going to leave this without giving some proofs. In this book I publish a few of the hundreds of letters I have received from my customers. They tell for themselves what they think of my stock and my way of doing business. You notice I give dates, names and addresses. Any one who feels like doing so can write to any one named in this book and get the facts at first hand.

This year I am better prepared to furnish good stock than ever before. I don't fall back because I have got a big business. I am just as anxious to improve my poultry now as I was when I started the business. I shall be glad to have the orders of those who receive this book. I promise to treat you as well as I have my customers in the past, and that is as well as I know how. My old customers will be welcomed and I shall give them the same careful attention I always have. New customers will find me ready to serve them promptly and well. I expect to remain in this business all my life and I want to do business so every new customer will come back again and again.

My incubators and brooders are just as good this year as they were last. I study them to improve and every time I find a way to improve them I do so and my customers get the benefit of my study. They are as well made as modern machinery and skilled workmen can make by using the very

best lumber that can be found on the market. Frank Foy incubators and brooders are scattered all over this country and in a good many foreign countries and they work perfectly in every country and climate.

My pigeon business is constantly growing and my stock is fine. I began breeding pigeons as a side line and it has grown up to be a big business of itself. I am prepared to furnish good squab stock at moderate prices.

I appreciate what the public has done for me and would be very ungrateful if I did not. Read this book and decide for yourself. I tell in it exactly what I have for sale and give prices that can not be duplicated anywhere in this country for stock of the same quality. The high prices that poultry and eggs command promises to put the poultry business in the lead in this country. Those who buy line-bred, bred-to-lay stock of me will be the ones who will make the largest profits. Wishing you all the greatest success I remain,

Yours for money-making poultry,

FRANK FOY,

## My Studies in Poultry Breeding

No man can make a great success in any business unless he makes a study of it. The man who builds up a business must be "on the job" every day or things will go wrong sometime. He must know every detail of the business or he will not know whether his business is going right or wrong. When I was a boy I liked poultry but in those days a big poultry business seemed a long way off. Still I kept thinking about breeding poultry and studying about it and gathering all the information I could. I guess I must have been born for the business for no matter what I was working at poultry was in my mind. The most interesting thing on earth to me was poultry. I thought about it when at work or at play—and work was more plentiful with me than play in those days. I got into the habit of working, of doing things for myself, of studying out the best way. This is why when I did find myself able to start in the poultry business I knew how to go at it to make it a success. I had the theory of breeding well studied out and was ready to put it into practice. I was prepared just as a boy would be prepared to practice medicine by going to a medical school. I worked out my knowledge in the poultry yard instead of digging it out of books. I was able to improve my poultry, able to line-breed my flocks intelligently so as to improve year after year. I was also able to tell my customer how they could succeed. In the first place I could keep my fowls so the eggs would be strong in vitality, which is more than half the battle. The chicks came out of the shells strong and ready to begin to grow from the first day. I had the practical, working knowledge that every one must have before he can build up a big business. This is the whole secret of my success. It has saved my customers much trouble for the fowls or eggs they get from me are the kind that are easy to raise, keep in good condition and make money for them. Strong healthy stock, bred for quick maturity and heavy egg production is the kind that comes from a thorough knowledge of the business. My customers get the benefit of the years I put into studying the poultry business. If they were not satisfied they would not stick by me year after year as they do.

It was the same way when I began to offer incubators for sale. I followed my old habit of studying things out and getting them just right, before I stopped studying. A college education is all right and many professions can not be followed without going to the higher schools, but the education that a poultryman needs is gained by working at the business. Then he can sell stock or eggs that will be a credit to him and make money for his customers.

The result of my life-time study is Frank Foy, line-bred, heavy-laying poultry, and Frank Foy, incubators and brooders. These are known wherever poultry is bred, which means about everywhere on earth, and wherever they are found will be the best of their kind.

## My Customers Get My Experience Free

When you are sick and hire a doctor to come and see you, or when you are in trouble and hire a lawyer to take care of your interests, you pay for the time of the man hired and for the cost of learning his profession. I don't make any charge for the cost of my poultry education. I made my education pay for itself before I began to do business with other people.

I started in business even with the world as far as my knowledge of poultry and artificial incubation was concerned. Then I adopted the motto of **"Moderate prices and fair treatment to everyone,"** and began to do business.

I haven't been working for nothing. I have made small profits, but I have made an immense number of sales, so I have made just as much money as I could have made by charging big profits, with fewer sales. I was a beginner once myself, and know just how hard some things seem to a beginner. There are things which are hard to overcome if one must dig them out for himself. I had to dig them out. I knew of no better way to do business than to do it so as to make every order bring others. This is plain common sense, and the only way to build up a permanent business. I am in this business for a life-time. The more good poultry I sell the greater will be the demand and the better my business. My best interest lies along the line of selling the kind of stock that will make money for my customers. Big words count for nothing. A square deal is all you want, and just what I want to give you. On this basis we can get together and do business to the advantage of both of us. I am willing to help you over the hard places. If you become my customer, my services are at your command any time.

## Don't Let Low Price Talk Fool You

In order to produce a first-class, wholly satisfactory incubator, three things are essential. They are experience, equipment, and desire to build a really good article.

Some men have the experience, but not the equipment; others have both experience and the equipment, but not the desire.

Very modestly, but very truthfully, I can say that in the manufacture of the Frank Foy incubator I combine most happily all three of the requisites named above.

## Just Look at the Matter this Way

Would it not seem wise, therefore, when you are ready to buy an incubator, to decide whether you want, say, $10 worth or $15 worth, and to understand fully that in either case you will get what you pay for? But do not fool yourself with the absurd idea that if you pay $10 you will get a $15 machine.

No; the incubator men are not in the business on that basis. Therefore, it's wise to be sensible on this price question. Don't think just because a man is a maker of incubators that he is therefore willing to do something you would not think of doing in your business, that is, sell an article without profit. At whatever price the thing is sold, it must represent a profit, else the manufacturer will soon go into partnership with the sheriff.

I think it is best to be sensible about all these things. I make the Frank Foy machine the vesy best I know how. First-class material, high-grade

workmanship, honesty, experience, skill—all go into the machine. I then make the price just as low as is consistent with the value which the incubator represents.

I could make the price lower the same way the other manufacturers do, by making an inferior machine, but this I have steadily refused to do.

I am not worrying any over possible loss of sales on account of someone else quoting a lower price, but I am concerned about the damage my future business would sustain were I to yield to the temptation which would sacrifice quality to price.

If you do not care anything about what you get so long as it's cheap, perhaps you had better not send your order to me, but if you want a first-class incubator, built "upon honor," which will last for years and give satisfaction all the time, then perhaps you had better not send your order to anyone else.

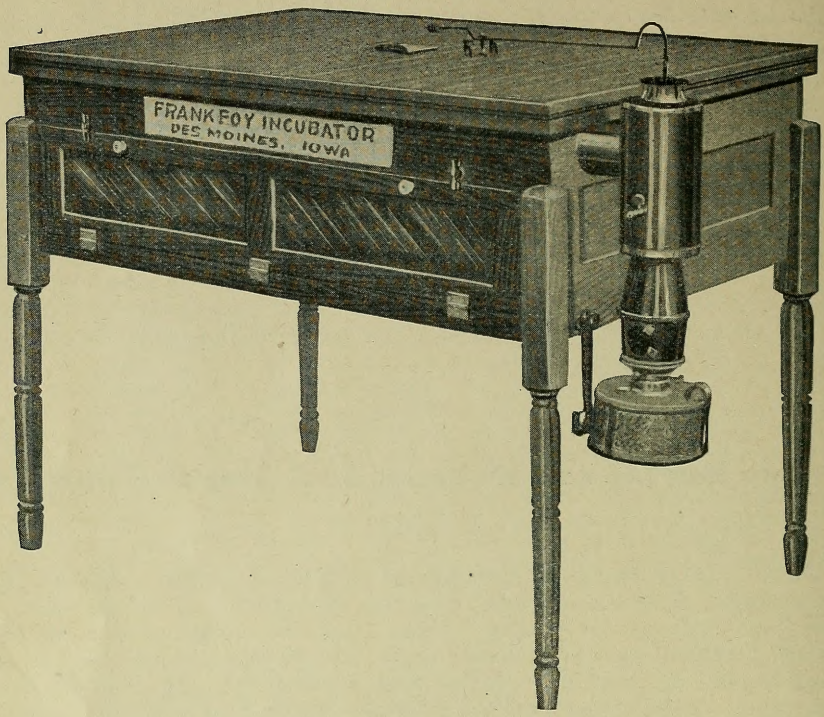
## Before Buying an Incubator, Just Stop to Consider

What I have to offer you. I have spent most of my life studying the poultry business. Ever since I was "knee-high to a duck," as the saying is, I have been interested in poultry. When I got old enough to look out for myself, I hunted up a job where I could have poultry around me. So all along through my life I have been thinking about poultry and about artificial incubation. These things have been the most interesting things on earth to me, and I have never lost interest in them.

Years ago, when I was raising poultry on the farm, I invented the first incubator that was a success as far as hatching went. Not having the money to manufacture this machine, I sold out to another company. I was in their employ for six years, doing experimental work and making exhibition hatches at the various state fairs and large poultry shows. I have exhibited incubators in operation at Madison Square Garden, New York; Mechanic Hall, Boston; Chicago, St. Louis and Kansas City, and a great many other places. During this period I improved every opportunity of visiting large poultry plants in this country, studying the conditions that lead to success.

Finally I made up my mind that I had worked for others long enough, and went into the poultry business for myself. My success in this business exceded my expectations. Now, don't it look reasonable that a man who has been in the poultry and incubator business for years, handling poultry and incubators almost daily, would know more about how to make a good machine than a man that has been raised in the city and never had any practical experience on the farm raising poultry? Of all the incubator manufacturers in this country, there are only a few that are practical poultrymen. It is all theory with them. There is nothing like having the practical everyday experience. One fact is worth a hundred theories.

My knowledge of the poultry and incubator business will be of much benefit to my patrons, and I want them to feel free at all times to consult me upon anything pertaining to the business. Now, look for your best interests and buy of a man whose knowledge of the poultry business has been gained by experience.



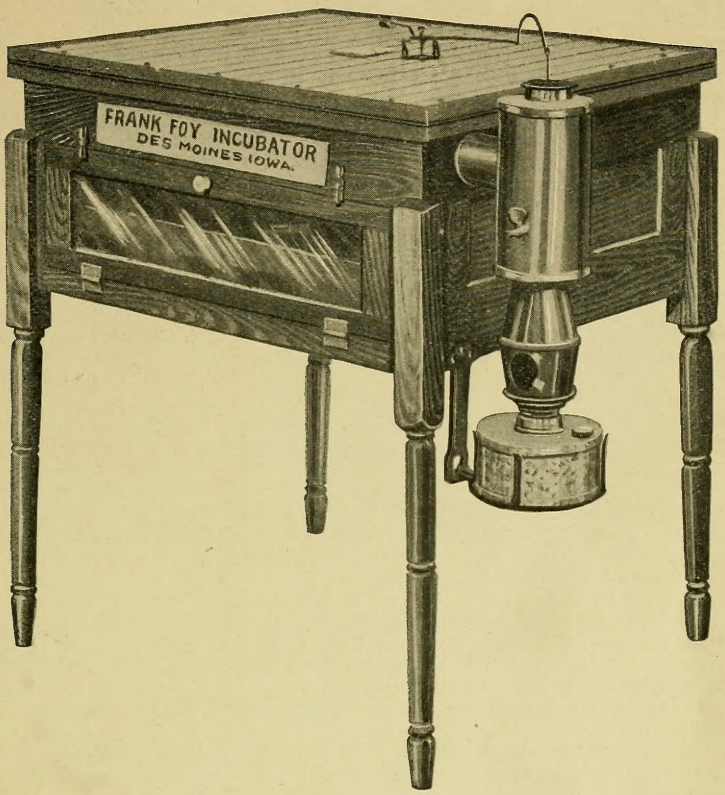

## Frank Foy Incubator No. 1

CAPACITY, 240 TO 250 EGGS. Weight, Crated for Shipment, 130 lbs.

| | |
|---|---|
| Price | $14.00 |
| With No. 5 Brooder | 22.00 |
| With No. 6 Brooder | 24.00 |

The picture above shows the Frank Foy Incubator No. 1, filled with eggs and ready to begin operations. It is made of the best selected lumber, kiln dried and finished by automatic machinery, which cuts every piece to fit exactly in the place where it belongs in the finished machine. The legs are as carefully turned as if they were intended for the finest furniture. The tank is of extra thick cold-rolled copper, reinforced so as to make it as strong as possible. Every tank is tested under air pressure before being sent out. The big glass double doors give an opportunity to see the thermometer without opening the machine. The machine is set up, sand-papered, and given two coats of hard varnish, so it is as nicely finished as a piece of furniture, and proof against dampness or dry weather. With each machine I furnish an egg tester and a thermometer that has been tested. This machine is a beauty and as good as it looks. It holds 240 eggs. It costs but a trifle more than the 120 egg size, and will hatch twenty-five or more eggs just as well as if you filled it to its full capacity. If you do not have enough eggs to fill it, put in what you have. It requires just as much time to look after a small machine as it does a large one, and when you take off a hatch from a large machine you have got something. The first hatch will generally much more than pay the difference in the cost. We do not advise the use of larger machines than 240 eggs. If you want a larger capacity, better buy two or

(Continued on page 7)




## Frank Foy Incubator No. 2

CAPACITY, 120 EGGS. Weight, Crated for Shipment, 105 lbs.

| | |
|---|---|
| Price | $12.00 |
| With No. 5 Brooder | 20.00 |
| With No. 7 Brooder | 18.25 |
| With No. 6 Brooder | 22.00 |

This machine does not differ from our 240-egg machine except in size. The distribution of heat, moisture and ventilation is exactly the same. It is made of the very best material throughout, cold-rolled copper tank, the best cedar woodwork, has double walls, top, bottom and doors; the tank is made of the best 12-ounce rolled copper, is absolutely self-regulating, supplies its own moisture and ventilation. It is furnished complete with all attachments and ready for business, except eggs and oil.

(Continued from page 6)

more machines. When you get beyond a certain size it becomes difficult to heat the egg chambers to a uniform temperature, which is very essential to the successful operation of any incubator. All our machines have nurseries under the trays, and are equipped with heavy copper tanks and heaters, are neatly finished, and are very handsome. No expense has been spared to make this a thoroughly reliable incubator for the practical poultryman. We guarantee it to be as good a hatcher as any machine on the market, regardless of price.

## The Regulator

The regulating device of the Frank Foy incubators is the best one ever used. I have tried all sorts of regulators and have found the wafer thermostat to be the quickest to act, the most reliable under all circumstances, and the most durable one that can be used. No metal regulator is long-lived. Every time a metal regular is expanded it remains a little longer than it was at first and finally the expansion is all out of it and it remains "dead." With the wafer regulator the expansion comes from the expansion of a very volatile liquid, sulphuric ether, which is hermetically sealed in a spring brass wafer. As soon as the temperature changes, the volume of liquid changes, and this action is invariable and may be repeated a million times without any change in the degree of its operation. It is the only thoroughly reliable wafer ever invented. I have used this style for years and know exactly what it will do. I had my choice of all the styles in use. I have tried all of them and have chosen the best one.

## The Heating Device

Our heating system is the simplest and most practical in the world. The best and most economical way I have ever found of heating an egg chamber to a uniform temperature is by the tubular tank system. They heat more quickly and throw off an even heat to every part of the egg chamber. The tank is made of 12-ounce hard copper, which will not rust out in a lifetime. The tank occupies the top part of the egg chamber and extends clear around it. Our heater is so constructed that all the heat from the lamp is used, and our improved tubular tank will throw off fully one-third more heat than any of the old-style flat tanks in existence.

All our tanks are tested by air pressure before leaving factory. The method of testing is simple, yet effective. Each tank is securely fastened in a large tank of water about three inches under surface, then air pump is attached to incubator tank and it is filled with air under high pressure. If there are any leaks, air bubbles will at once rise to surface.

## The Lamp

The lamps used on the Frank Foy incubators and brooders are made of the best grade of galvanized iron, and will not rust, leak or wear out.

The lamp burner is extra heavy, the best I can buy, which is much better than is used on the most of incubators now sold. The lamp chimney is made of Russian iron, with large mica next to flame of lamp, so you can see at all times what size flame you are burning.

All my incubators and brooders are equipped with these high-grade lamps, and they are just as safe as it is possible to make them. Lamp sits on an iron bracket, which swings out of the way when you want to remove the lamp from machine to trim wick. It is the most convenient I have ever seen on an incubator.

## Moisture and Ventilation

One of the most foolish ideas that ever got into the heads of incubator operators was to add moisture to machines during incubation. We believe in fact, we know, by the many experiments we have made on the Crescent Farm, that more chicks are drowned in the shell by excessive moisture than are helped out of the shell by it.

In the Frank Foy incubator we have solved the moisture question by eliminating it altogether. After years of careful study on the moisture question and many experiments here, we have found out just how much ventilation to use. Too much ventilation will cause a great many chicks to die in the shell. More ventilation is needed in warm weather than in cold. The greater the difference between the outside and inside temperature, the more air will pass through the ventilators. As the air on the inside of the machine becomes hot, it will rise, expand and be forced through the ventilator, while the cold air will rush in. Nature will not allow a vacuum. When the outside temperature is high, thus nearer the temperature on the inside, less artificial heat is needed; therefore the inside expansion will be decreased and the rush of air through the ventilators lessened. Therefore, give more ventilation during warm weather than cold.

## The Nursery

All our incubators are provided with nurseries, which is the place below the trays to receive the chicks as soon as hatched. Any experienced incubator operator will tell you that a good nursery is a very essential thing to have in an incubator. It is much cheaper to build a machine without a nursery, but in the Frank Foy incubator nothing that is necessary, or even useful, will be left out to reduce cost.

## Everybody Claims to Have the Best; I Prove It

After all is said and done, anyone can buy good material and hire good help. To say I use the best lumber, the best copper, and the best trimmings, and make my incubators and brooders in the best and most durable style, is only saying what anyone can say. Anyone who hopes to keep on doing business must take advantage of all these things in making their machines, and must talk about them in their catalogues. This is stock talk with every incubator maker in the country. We all say these things in the same way. Probably the public would take it for granted that we were trying to use good material if we would not say a word about it.

## Some Common Sense About Incubators

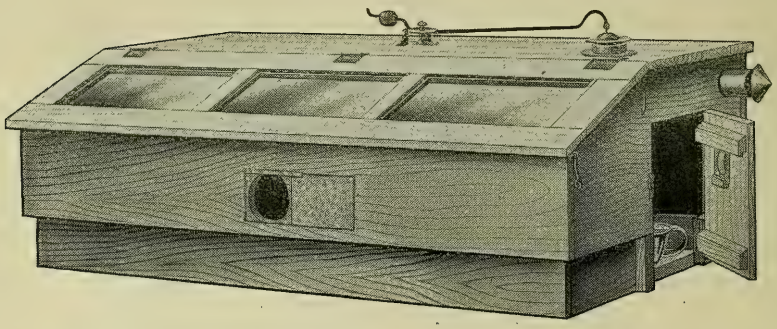
My incubators and brooders are just practical common sense kind. They do not depend solely on good material and good workmanship. They are made exactly right for the best results, and when I say exactly right, that means they have been tested and tried, changed, remodeled and rebuilt more times than I like to think of before they were perfected and ready to offer to the public. Years ago we had well-made incubators that failed to hatch at all. They were experiments put on the market on theory. I made my theories and worked them out before I ever sold a single incubator. Don't think I guessed right the first time. I made mistakes; I laid awake nights making plans, and I studied over the matter for months before I got at the root of the trouble.

You might make an incubator out of mahognay and ebony and put in it a silver tank and gold-mounted thermometer, and yet it would not work if it was not made right. My incubators and brooders are made to hatch. That is the first thing I thought of. Some of my first incubators were not pretty nor useful. Later I made some that were useful but not pretty. I looked after working qualities first, and when I had these I turned my attention to the ornamental part.

I might make an incubator that would cost three times as much as I sell mine for, **that would not be worth a cent more for hatching eggs.** I try to make my machines good to look at, but I try harder to make them good to hatch strong, vigorous chicks with. When you buy an incubator of me, you buy the perfect machine that has been worked out by a practical man who knows a good, vigorous chick when he sees it, and knows how an incubator should be made to produce this kind of chicks. I couldn't draw a picture of an incubator to save my life, but I could take lumber and tools and make one that would work the first time trying, because I know what is needed to make a machine of this kind that will work. If you buy of me, you buy all I have discovered about artificial incubation since I was a boy, and I have put in long days and a good many nights at it.

## Frank Foy Brooder

**Hot Air Indoor**



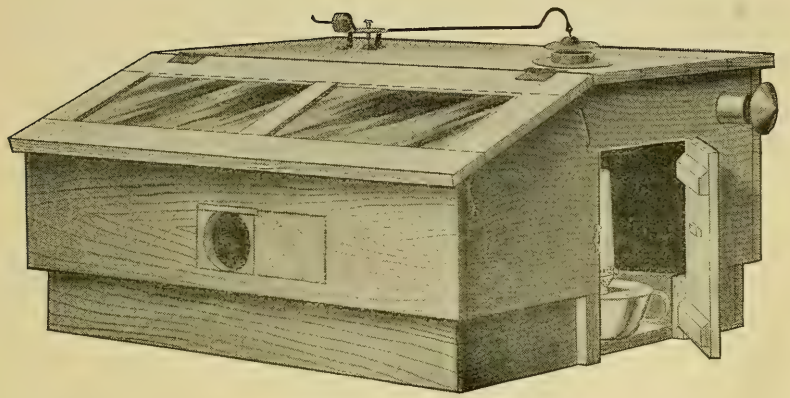
NO. 5 BROODER, INDOOR HOT AIR, 200 CHICK CAPACITY.
Weight Crated for Shipment, 110 lbs.

No. 5 Brooder, with Regulator and all fixtures complete.....$ 8.50
With No. 1 Incubator ..... 22.00

Brooder No. 5 is what you want for No. 1 Incubator. This brooder can be used either indoors or outdoors, but should be provided with some kind of shelter for outdoor use. There is some building on almost every farm that will make a good place to run the brooder. I have had the best success in raising my chickens where I operated the brooder in a small movable house. There are many days the weather is not suitable for the chicks to run at large. At such times you can give them the run of the house the brooder is operated in. This plan is most successful where you are raising chickens in large numbers. This brooder is provided with the same regulator that I use on my incubators. The past season I have given much thought and attention to my brooders, with the result that they are as near perfect as it is possible to make them. A good brooder is just as necessary as a good incubator, as there is no profit in hatching a lot of chickens and letting them die in a poor brooder.

# Frank Foy Brooder

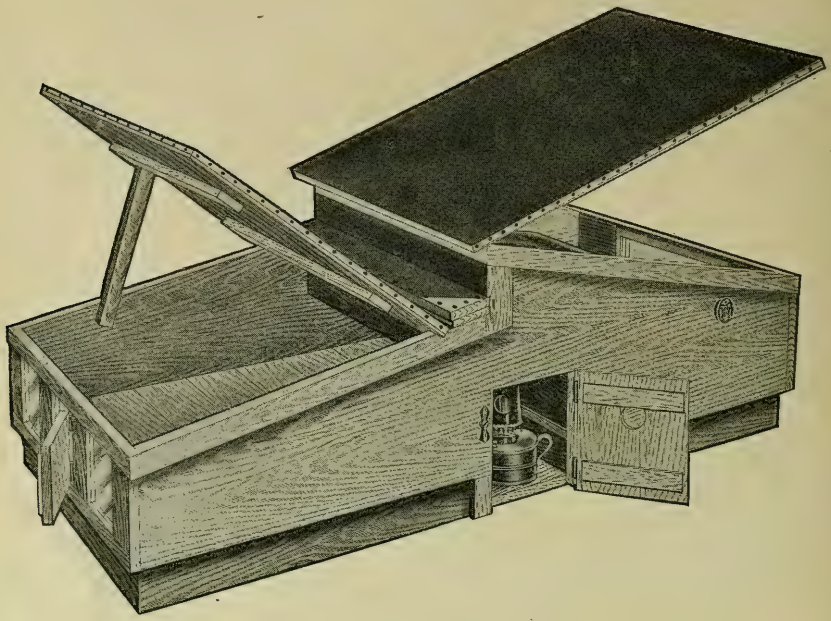
**Hot Air Indoor**



NO. 4, 100 CHICK SIZE. Weight, Crated for Shipment, 80 lbs.

With Regulator and all fixtures.....$ 6.75
With No. 2 Incubator ..... 18.50

The construction of my No. 4 is exactly the same as the No. 5, with the exception that it is smaller. The brooders have thick walls and double tops, and are so well protected that no cold air or draughts can enter the hoverer. The heating system is all top heat, no bottom heat being used in any of them. The lamp is on the inside, thus utilizing all the heat that it makes, but no fumes from the lamp can enter the brooder at any time or under any conditions. These brooders will raise nearly all the chicks that are hatched if given proper attention.



## Frank Foy Brooder

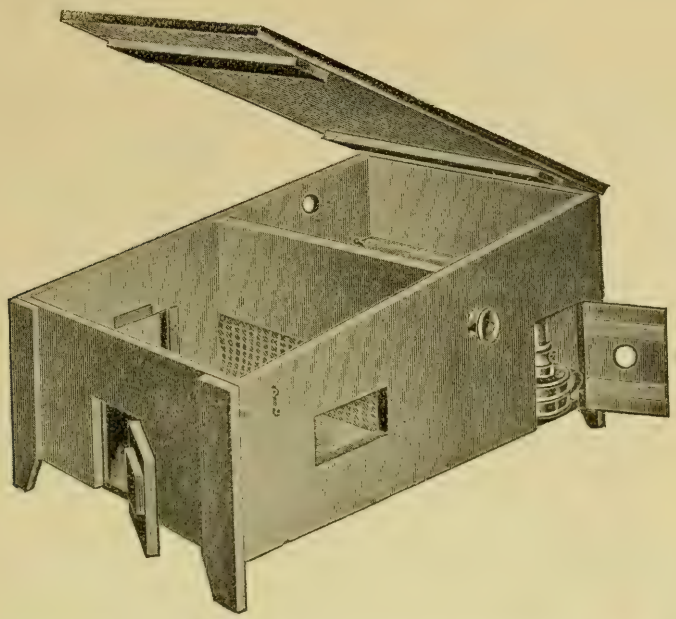
Hot Air Outdoor.

NO. 6, OUTDOOR BROODER, 200 CHICK CAPACITY.

Weight Crated for Shipment, 150 lbs.

| | |
|---|---|
| With all fixtures complete | $10.50 |
| With No. 1 Incubator | 22.50 |
| With No. 2 Incubator | 20.50 |

The Frank Foy outdoor brooders are constructed on the same general principles as our indoor brooders. My outdoor brooders have no regulators; owing to their construction they do not require it. There is no possible chance for the chicks to get overheated in them. If it becomes too warm around the heater, the chicks simply move back, the same as a person would move from a stove that was uncomfortably warm. There is no danger of the chicks becoming overheated or chilled, as they adjust themselves to a proper temperature by moving farther away or nearer to the source of heat as the case may require. The brooders are ventilated so that a good supply of fresh air is furnished at all times, and they are made to last, from a good quality of lumber and well painted with two coats of lead and oil.



## Frank Foy Hot Air Outdoor Brooder No. 7

100 CHICK CAPACITY.

Weight, Crated for Shipment, 90 lbs.

Price ..... $ 6.50
With No. 2 Incubator ..... 18.25

The above cut represents my No. 7, 100 Chick Capacity, Outdoor Brooder. It is large and roomy, is made of good lumber, and has a good top, well painted and well made. In fact, it is just as good an outdoor brooder as there is on the market today. I have provided it with a safety lamp and thermometer. A 100 chick brooder is a little too small to go with a 120 egg incubator, although some people buy two small brooders to go with a 120 egg size. The No. 5 or 6 would be better if only one brooder is used. All my brooders are made for raising chickens, and neither time or money has been spared to make them perfect.

## Price List of Extra Supplies for Incubators and Brooders

Brooder Thermometer ..... .35
Complete Set of Regulating Attachments, by express..... 1.25
Lamp, complete, for 120 egg incubator or brooder, by express..... 1.00
Lamp, complete, for 200 egg incubator or brooder, by express..... 1.25
Egg Testers, by mail, postpaid ..... .50
No. 2 Sun Hinged Burner, by mail, postpaid..... .35
No. 3 Sun Hinged Burner, by mail, postpaid..... .45
Lamp Chimney for No. 2 Burner ..... .25
Lamp Chimney for No. 3 Burner ..... .30

# Some Frank Foy Facts

I want to give the readers some straight-from-the-shoulder facts about my business. I am going to do this because like every other successful man, imitators are likely to try to get business by copying my methods.

FIRST—I am the oldest poultry breeder, who keeps more than two breeds, west of the Mississippi river who has made a specialty of breeding in line and breeding for big egg production.

SECOND—I am the original big farm many variety poultry breeder in the territory west of the Mississippi. I have been breeding poultry longer than any extensive poultryman west of Illinois and longer than most other poultrymen in the United States.

THIRD—I am the originator of the Frank Foy method of doing business, and built up my big and successful egg and poultry trade by my fair methods of treating my customers. I have been in business longer than any other extensive poultryman in my state and my customers know that when they do business with me they are going to get what they buy, selected by a man who is a practical, careful and skillful breeder.

FOURTH—Do you know of any good reason why you should not expect better satisfaction when dealing with me than you would get from dealing with some one who began business after I had established the greatest business in poultry and eggs ever built up by any poultryman? I had my lines bred to lay, bred to feather, bred to as near perfection as they could be bred before many others who make large claims ever owned a fowl. I can sell cheaper, quality considered, than any other breeder in this country because I do business by wholesale and can give my customers the advantages of wholesale rates for retail lots. I could sell to many other poultry men at prices which would make them money and make money for my self. In short I can sell fowls at prices lower than the first cost to others who only breed a few birds.

FIFTH—I CAN GIVE QUALITY as well as low prices. Remember I do not pretend to compete in prices with any breeder on earth. I handle fowls by the thousand and I know what they cost me. I can sell at a profit and still not ask any more than others do for ordinary stock. Every bird I sell has QUALITY. I have worked for quality, for years and years. It is very easy to make claims but I HAVE THE GOODS. QUALITY counts for everything in breeding poultry or any other kind of live stock. Unless a fowl has behind it a line of good ancestors, has behind it years of skillful breeding there is no assurance that it will produce high-class stock when put in the breeding pen.

SIXTH—I have been right here year after year. I have been selling thousands of dollars worth of poultry and eggs every year for more years than any other extensive poultry breeder in Iowa. The original Frank Foy has been doing business with the public for a long time and the public keeps on coming back for more of the same kind every year, but—and here's a fact I want to impress on you.

### The Score is Not Everything

I can go into any poultry show and buy a lot of high scoring birds, but when I put them together in the mating pens I don't know what I am going to get, because I don't know how they have been bred. It is a very common saying among experienced poultrymen that poultry show matings are unsafe ones to breed from. To breed good fowls we must have good ancestors for our birds. If we want high scores and big egg-records we must begin with line-bred, bred-to-lay fowls or eggs from such fowls.

### The Honest but Ignorant Poultry Advertiser

often sells his fowls or eggs believing they are all right. He does not know any better. He has bought eggs from a reliable breeder and thinks every chick hatched from those eggs is good enough to keep. He advertises the best on earth and those who buy of him are often very much disappointed in the results. We must have beginners for we old veterans in the business will have to step down sooner or later, but the beginner is likely to make a good many mistakes which we older breeders would never make.

### The Public Don't Get the Same Kind

this year that it got last year. I don't sell the same quality this year that I did last year. MY STOCK IS A LITTLE BETTER THIS YEAR than it was last year. I don't make much progress lately from year to year because the better stock gets the harder it is to improve it but I manage to make a little improvement every year. All this means work, study, keeping everlastingly at it. I don't sell seeds and poultry and eggs and work on a farm and loaf at the corner grocery. I just breed poultry, three hundred and sixty-five days in the year and during the busy season part of the nights. Breeding poultry is my sole and only business and I have enough business to keep me pretty busy.

### A Jack-At-All-Trades

is a pretty handy fellow to have around but he never makes much of a success at anything. I believe in sticking to my business and buying the other things that I might produce, if I did not put my whole time in at poultry raising. I am willing to trust the hired man to do any work that needs doing around Crescent Farm, except to manage the chicken business. That I do myself, because I want to know exactly how it is done. I am particular about this because I have put in a good many years breeding up my flocks and a single mistake might do a lot of damage. I have made my reputation by hard work. It is my stock in trade. I MUST keep it up or my business will die on my hands. I have a lot at stake because my whole success rests on doing a little bit better by my customers than I agree to do. I ask a dollar for what I try to make worth more than a dollar to my customers. I sell fowls that are worth the money and with them I throw in all I have learned in a lifetime. Anybody can breed poultry in one year but to breed experience that is worth anything requires a good many years.

### Now What Do You Want

when you buy fowls or eggs? You want the very best you can buy for the amount of money you have to spend. Does it stand to reason that a breeder who lives in a town and keeps his fowls on a town lot can afford to sell you as good quality as cheaply as the man who has a big farm and breeds thousands of chickens or other fowls? Certainly not. The man who handles only a few must select his breeding pens from his few fowls. He is limited in making his choice. He does the best he can but his best is not THE best. I can pick over a hundred in mating up one pen and then have other hundred to select from. I can just as well afford to breed from the very best I have as from the poorest. Every bird in my flocks has been selected and when it comes to supplying good birds I have more chance to select than any other poultryman in this country, therefore I have a better opportunity to serve my customers well. That I do satisfy them the testimonials in this book show and because I can satisfy you I ask you to give me a chance to do business with you.

### Only a Little Room Required

Don't think it takes all out doors to make a poultry farm. A good sized flock can be kept in a back yard on a town lot. One of the best known and most prosperous poultrymen in this country started in the back yard of his town lot. After his flock grew beyond the room he had on one lot he rented a vacant lot near his home and made enough money out of the poultry he kept on it to buy the lot. Then he bought two more lots and paid for them with the poultry he kept. All this time he was doing a man's work in an of-

fice. Then his lots got too valuable to use for poultry-keeping and he sold them and moved to the country and now he has a fine poultry farm and lives in comfort without working for anybody else. Don't wait until you have money enough to buy a farm, if you are thinking of going into the poultry business. Start in the back yard. Keep good fowls, sell eggs for hatching, increase your stock as fast as you can from the money it brings in and keep right on with your regular work. This leaves you the chicken money to increase your poultry business with and before you know it you will be ready to go to work for yourself and bid bosses good by. When a man works for himself he is not going to be fired when the boss gets out of temper and all he makes belongs to himself instead of to the boss. Start in on a small place and grow, and you will soon be able to take a larger place. I know one shop worker in a western town who keeps over 40 hens on a lot back of his house which is 50x100 feet. Last year he cleared almost exactly one dollar a day above the cost of the feed his hens consumed from this flock and it was his first experience in the poultry business. He made a little over $300.00 selling eggs and young chickens besides doing his work in the shop every day. Next year he is going to cut out the shop work and work for himself and he will make more money than he ever did in one year in his life. He knows now just how to handle his flock and make it pay the best and within five years he will have a poultry farm of his own. The editor of a big poultry paper told this story in his paper last spring and it may be depended on to be the exact truth. Any one can do as well as this young man has if he will only start out and put his mind to it.

## Beginning the Poultry Business

Have you ever stopped to consider what the poultry business really is? When I began, it was considered "small potatoes" and a little business for a real man to spend his time on. Now it has got to be such a big thing that men start in and build up a business which amounts to thousands of dollars every year and is considered one of the regular and growing branches of our industries.

If we compare the money made by the hens and the hogs of this country, the hen comes out ahead with something to spare. The hog has been called the farmer's "mortgage raiser"; but while the farmer has been raising hogs to sell for money with which to pay the mortgage, the farmer's wife has been sellings eggs, chickens and turkeys enough to buy the groceries and keep the children clothed. I think the hen has had about as much to do with paying mortgages as the hog has.

I want to help beginners because it makes more business for me. The more fine poultry there is in the country, the larger the demand for good poultry. When I began I had to stumble along and learn how to do the work to make a profit. Now the beginner has the experiment stations to help him and even the Agricultural Department of the United States has started a poultry farm.

I know just where the beginner is likely to fall down and am able to show him how to get around the stumbling block that he will find in his way.

Poultry and eggs are bringing more money every year and the top prices are not reached yet. The country is filling up, cattle are higher in price, beef and pork sell for more money every year, and the people must have meat to eat, so the price of poultry and eggs follows the rising prices of other meat foods.

If you go into any other line of business, you must have considerable capital with which to start. If you begin the poultry business, you can make a good start with little money and grow up rapidly into a business which is growing larger every year. You do not need to have thousands of dollars to invest before you can make a good living from poultry and if you start in a small way you can go on doing the work you are now doing until the poultry business gets big enough to support you. The poultry business is the most promising one open to the man with small capital.

## A Market for Poultry and Eggs Everywhere

The poultryman produces things which sell in any town on earth. It doesn't make any difference where poultry is kept, it can be sold; and eggs are as salable as wheat and much more profitable.

If a poultryman wants to sell out his stock, he can do it any day in the year without hunting a buyer. In any other business a buyer must be hunted up and the price must be agreed upon before it can be closed out. In the poultry business there is a buyer in every town and a demand at a fixed price for everything the poultryman has to sell.

The man who starts out in the poultry business does not take any chances. He knows about what he may expect to sell his products for and about how much his expenses will be. Crops may fail, panics may come, as the panic of last year came, but the poultryman does not feel the effect. The price of poultry and eggs was not affected by the panic of last year while prices for other things were uncertain for a long time. If you start a factory, fashions may change, other inventions take the place of the machinery you make, or a hundred other things happen. In the poultry business nothing of the kind will happen. You furnish the poultry and eggs and a hungry public buys it greedily and at any time.

I know about what I am talking. I have lived through panic years and through prosperous ones and the poultry business has got better every year.

A word about pure-bred poultry: There is just as constant and as insistent demand for the pure-bred, fancy poultry as there is for poultry for market. The man who produces high-class poultry gets high-class prices. And every year he gets better prices.

## Get Into a Growing Business

One great secret of success in any line of business is to get into a growing business. The poultry business is growing now as it never did before. It is absolutely certain to keep on growing for many years. The country is becoming more thickly populated all the time, and the chance to raise the larger food animals is growing smaller. This leaves an opening for poultry which must be filled by increasing the number of fowls kept in the country. In all the older countries poultry-keeping has become one of the great industries. The flesh of fowls has always been considered more dainty and toothsome than that of cattle or swine, and the demand for it grows rapidly in every country as soon as it becomes filled up with well-to-do people.

## Poultry Takes the Place of Game

The flesh of birds will always hold a high place in the bill of fare of every people. When game birds were plentiful, and wild birds could be had for the trouble of shooting them, they were sold at a low price, and competed in the markets with domestic poultry. This kept prices down. Now game is getting so scarce that nearly every state allows it to be shot only for a short time each year. This cuts off the supply to such an extent that even the richest people cannot have wild fowl on their tables for more than a short time each year, and then at very high prices. This leaves a big place to be filled with poultry.

## These Conditions Make High Prices

All these conditions have a tendency to make prices higher, and the average price of poultry has been increasing regularly for several years, while the cost of producing it has not increased. This makes the poultry business more profitable every year, and the outlook was never brighter than it now is. The man who starts in the poultry business now is certain of an increasing demand, higher prices and greater profits than were ever before known for his products.

## Poultry More Profitable than Other Stock

It has been proved that it does not cost any more to produce a pound of pure-bred poultry than it does to produce a pound of pork or beef. I do not need to tell the intelligent reader that poultry always sells for more, pound for pound, than does either pork or beef. A pound of poultry yields the producer about twice the clear profit that is realized from the production of pork and beef. This has been definitely settled by careful experiments at one of our big experiment stations.

## Pure-Bred Poultry is Money-Making Poultry

It is entirely too late in the day to argue that "razor back" hogs or "penny-royal" cattle are as good as Poland-China or Berkshire hogs or Shorthorn or Hereford cattle. Every man who has any information at all on the subject knows that improved stock is by far the best because it produces more pounds of meat at a less cost than scrub stock. It is the same with poultry. My pure-bred strains of fowls will make more weight of flesh on a given quantity of feed, or produce more eggs at a given cost than could be produced by any flock of average hens in the world. My fowls have been bred to a certain definite end—the production of poultry for market and eggs at the lowest possible cost. Sometimes we find a hog or a steer which grows faster and puts on more weight than any other one in the bunch. There is the same difference in fowls. One will grow rapidly or one hen will produce more eggs than any other one in the flock. By selecting the ones that mature most quickly or the pullets that lay the most eggs, for my breeding yards, I have bred my strains up to the point where they produce the largest profits for a given cost for feed.

## Double Profit Hens

I started out at the beginning of my poultry work with a determination to try to breed strains of fowls which would yield double the profit of ordinary hens. I have worked more years than I like to think about in getting my strains to this point. It was heart-breaking business at first, for progress was slow. I didn't know just how to mate, feed or breed for the best results. At last I got started in the right direction, and now I am ready to give to my customers the benefit of all the labor, time and study I have gone through in order to produce line-bred, quick-maturing, heavy-laying fowls. Backed by generations of good ancestors, my fowls produce birds of their own kind and high quality. If I were to charge, as a doctor or lawyer does, for the time spent "learning how," I would be asking $20 a setting for eggs instead of $2 for single settings. It is only by raising poultry on an immense scale that I can afford to make the low price I do for such high quality stock and eggs.

## Remember this Advice

To the beginner I would say: Don't expect to get rich the first year. It is better to begin with a small flock or a few settings of eggs and be content with small profits at first. You will be learning all the time how to handle larger flocks. You will grow into the business and in a very few years be ready to give your whole time to it.

I can sell you incubators that will work anywhere under average conditions. I can sell you fowls or eggs that will produce good birds, and I can give you advice that will help you any time you ask me for it.

I have made all I am worth in the poultry business. I began with a little stock and less money, and I have pulled ahead every year until I have got to the place where I am my own master and able to take things easy. If you will follow my advice as I have here given it, you may succeed as well as I have or as well as any other breeder. To succeed you must start right, with good stock. Take good care of your birds. Study the business so you can grow into it, and you will soon be recognized as one of the great poultry fraternity.

## A Billion Dollar Business

The human mind can not comprehend the meaning of the words "billion of dollars." The sum is too stupendous for the mind to grasp it. It means more than the income of the United States for a year. More than all the import duties, revenue taxes, receipts from the postoffice and government lands, more than all the revenues of this great United States government for a whole year. If you had a billion dollars, you could buy out Rockefeller, the richest man in the world, and give away his property and then have enough left to do it over again.

A silver dollar is almost exactly one and one-half inches across. If you had a billion silver dollars and would begin in laying them side by side at New York you would have enough to reach to San Francisco.

If you had a billion dollars, you could pay the national debt in less than two years, build three big warships, or support the American navy for four years, with some to spare.

You see a billion dollars means a pretty big pile of money, yet it just about represents the earnings of the poultry business in the United States in one year.

The flocks of hens in our country are turning a billion dollars' worth of products over to their owners every year and the little poultry business is a pretty big thing when you come to look up the figures. The poultry business of this country is a thousand times bigger than it was thirty years ago. Any business which has kept right on growing every year for thirty years at the rate of 30 per cent a year, is worth thinking about. The poultry business grows because it furnishes men, women and children with food and the more people there are in a country, the more demand there is for food products of all kinds. Every year the proportion of people in towns and cities increases and these non-producers keep competing with each other in their demand for food, so meat, poultry and eggs keep rising in prices all the time. The more workmen in the factories, the more eggs and poultry are needed to supply them.

Poultry is no longer a luxury. It is one of the staple foods of our people. The present standard of living calls for eggs at least once a day and the workingmen of the country live up to the standard.

Why, the poultry keepers of this country could pay every old soldier his pension and not miss it. They would only need to give up less than one-sixth of the money they get for poultry and eggs to do it.

The poultry business is something to be proud of and to keep in mind because it is coming on more rapidly than any other business on earth.

## Eggs and Poultry Getting Higher All the Time

And eggs are getting higher all the time. If we produced twice as much poultry and twice as many eggs as we do now, there would be demand enough to take all of them every year.

The average flock of this country in the census year was forty-three hens, and the average returns from each flock was about $55. This means that the hens laid eggs enough and hatched chickens enough to bring their owners about $1.28 each. If all these hens had been pure-bred stock, selected for laying, they would have brought their owners twice as much money at no more cost for feed, houses or care.

## Hens or Pullets

So much has been said about selling hens and keeping pullets that the public, or that part of it with little experience in poultry-keeping, has got to thinking that after a hen is a year old she almost quits laying. This is a mistake that a good many make when starting in by buying fowls to start with. No one should start with pullets with the intention of beginning to breed poultry. Pullets are all right as layers, but they are no better than one-year-old hens for this purpose and when it comes to hatching chickens the eggs from hens are very much to be preferred. For my part I would much prefer to hatch all my chickens from hens past two years old. Such chickens from fully matured stock are larger when first hatched, stronger, more vigorous and will mature earlier than chicks hatched from the eggs of pullets.

I strongly advise beginners who buy stock in the fall, no matter where they buy them, to specify that they want hens over one year old. These hens go into their second winter strong and fully matured and they will lay better during the winter than any pullets. They will furnish full sized eggs for hatching and can be disposed of at the end of their third summer at the highest market price as roasters, or kept over another year, for a hen is good for breeding until three or four years old. I can always supply choice year-old hens in the fall and these hens will do the beginner more good than pullets would. They have been tested and found all right as breeders and are safe to start with, being better for the beginner than untested pullets. If you want good winter layers and good breeders buy hens in their second year.

## You Can't Afford to Keep Scrub Hens

Can any one afford to keep average hens, when good ones or eggs from good ones may be bought at a price which will allow the buyer to make his money back the first year, and as much in addition as he would have profited by continuing to keep the common kind? It does not cost any more to house, feed and care for a hen which lays 150 eggs in a year than it does to house, feed and care for one which lays sixty-six eggs, and the returns are nearly two and one-half times greater.

One thing I have discovered; that is that all the talking all the poultrymen in the world might do will not convert a large proportion of poultry-keepers of this country from the errors of their ways. The man who will not read, who never sends for a catalogue, who never takes any pains to inform himself, never makes any progress. He keeps in the same old rut, year after year, while his more progressive neighbor informs himself and improves his flocks until he has as good as can be found. It is the intelligent, progressive, up-to-date poultry-keeper whom I want to reach. I can do him a great deal of good, while he is doing me some good. I have the kind of fowls that make money. I have the incubators and brooders and other poultry appliances that go to save labor and add to the profits of those who keep poultry.

## $1,000 a Year for Spare Time

It is a well established fact that there is money in poultry. There are many men and women who are making it pay big. There are thousands more who are making money out of the business conducting it as a side-line, many of them making $300 to $1,000 a year and more, and they devote only a small share of their time to the business. What others have done others may do. Why not you? From my own experience I can say very emphatically that the poultry business does pay, and pays well, too. There are hundreds, yes, thousands, of poultry plants that are doing business that every year amounts up into the thousands, and most of these are not of the mushroom growth, either. They started small and their business increased as my own has every year.

Anyone capable of managing any business can just as well make a success of poultry raising. All it needs is an interest in the work and common sense enough to profit by the experience of others, as well as to be original and improve on other people's methods.

Always keep in mind, "There is plenty of room at the top of the ladder." Get the best start you can; the best stock to be had, even if you can afford but a few. When you start right you are sure to go right and you will never regret it if you get your start from Crescent Poultry Farm's stock or eggs.

## Large Profits from Light Work

For the small amount of money required, we know of no other legitimate business that will bring quicker and better returns than poultry. There is no hard work about it, as in all other branches of live stock raising or general farming. With light work and a love for the business, which becomes more and more fascinating as we develop it, I know of nothing that could be better adapted to those who are physically unable and indisposed to enter other lines of trade that demand the use of brawn to a greater or less degree. Many a person has left the confinement of store or shop with an exhausted constitution, contracted by close quarters and overwork, and has found health, the greatest of all blessings, as well as profit and enjoyment in life simply from taking to raising poultry with a very small capital. What they have done you can do if you try.

## Become Independent by Producing Poultry Products

Thousands of people are today making a comfortable living and many have become independent by raising poultry and eggs for market. It has been proven by careful experiments that it costs no more to produce a pound of poultry than it does to produce a pound of pork or beef. Yet poultry is always worth more per pound than any other meat, and sells just as readily.

Repeated experiments have shown that it costs something less than six cents a dozen to produce eggs. During late years, eggs have never been so low as the cost price. There has been a steady increase in the price of eggs ever since cold storage has been used to keep summer eggs over for winter use. When eggs can be produced at six cents or less a dozen and sold for fifteen to twenty-five cents or more, it does not require any argument to show that they are very profitable.

With modern methods for keeping eggs over from the warm season, when they are plentiful, to the cold season, when they are scarce, there is not the least danger that the market will ever become overstocked. In fact, this country could use four times as many eggs as are now produced without glutting the market. As it now is, people who live in the cities many times have to pay fifty and sixty cents a dozen for cold storage eggs in winter.

## Two Crops from the Same Land

There is nothing better for fruit trees than to have poultry running around them. The fowls fertilize the trees and keep injurious insects away, while the trees furnish shade for the fowls. The two kinds of business go together in such a way that each helps the other. Just as much fruit can be raised on an acre, and more, too, where hens are kept on the land, and hens will do better in the orchard than anywhere else.

The man who has an acre or two of land and will put it out to such fruit as does best in his locality, keeping the land occupied with poultry, will save hearty, happy and profitable fowls and an orchard which will bear regular and abundant crops of fruit.

Put trees in your poultry yards, and poultry in your orchards, if you want to make your land yield.

## A Few Dollars Start You

It only requires a few dollars to make a good start in the poultry business, and a little flock can be kept at very small expense. I know of a man who was doing office work who concluded to buy a few hens and put them in his back yard so as to have something to kill time. He bought the hens, fixed up a house for them out of two piano boxes and began to watch them. He did not know much about keeping chickens so he bought ten pounds of wheat, ten pounds of shelled corn and started in. He and his wife both got interested and those hens were fed and watered and the scraps from the table and kitchen that used to go into the garbage box were fed to the hens. In a few days they got an egg and told the neighbors about it. Then they began to get three and four eggs a day and stopped buying them at the store. The neighbors on each side got in the fashion to throwing their kitchen and table scraps over the fence to the hens and the result was that the twenty pounds of grain bought at the beginning was all that was bought for 9 months. Those hens lived on table scraps, loose cabbage leaves, potato and turnip peelings and all such refuse that is in the way about every house. They more than supplied the family with eggs and the cost of keeping them was scarcely nothing at all.

There are hundreds of city and town people who might keep a dozen or two dozen hens and supply themselves and their neighbors with eggs that they know are fresh. Table scraps are the very best egg-food that can be found and one ordinary family wastes enough such things to keep a dozen hens. A dozen hens will be happy in a yard 10x20 feet or even smaller and they save much more than their cost in a year. I can always supply good young hens in the fall at very reasonable prices and these are just ready to lay right through the winter. It is a good time to start in the fall and have the hens ready to furnish big eggs that will produce strong chicks in the spring. Many a poultryman has grown up from a backyard poultry flock to a big poultry plant, because the experience he got in the back yard showed him how profitable poultry is and he has branched out until he has had a home of his own in the country and made a comfortable fortune for himself. Starting in a small way this way the beginner learns how to manage more and more fowls until he is able to handle the largest flock successfully. It is the cheapest education the beginner in poultry can get.

## Broiler Raising a Profitable Business

All things considered, the broiler business is a most profitable one for the capital invested, and it can be operated on either a large or small scale and on the farm or in the towns. It also has the advantage of being light

work, which anyone can do, and this accounts for so many women members of families making a success of it.

The question as to whether broiler raising pays or not has been thoroughly settled in the affirmative. The large broiler plants that continue to flourish throughout the country is abundant proof that the business pays. It can be started with a small capital, and if properly managed there is no business that presents to those of moderate means a better prospect than that of "broiler raising." It has made many men and women prosperous and happy, and for the same reasons as those advanced elsewhere in this booklet, you should start in the broiler business with thoroughbred fowls or eggs, as you thereby have two chances of profit to the other fellow's one, if he is hatching dunghills only.

## Raising Capons Very Profitable

Suppose you live where the demand for spring chickens is not good enough to bring you 50 cents each at broiler size. In such case I would advise you to keep your cockerels and caponize them when about twelve weeks old. Capons are very easily kept, as after they are caponized, they become quiet and gentle, having no ambition but to eat and grow. Capons always sell at a good price in the spring. In the east they frequently bring as high as 35 cents a pound, but in the west prices are not quite so high, although each year the demand causes higher prices.

The writer has an acquaintance who raises capons and sells them in the regular market in Chicago. Anyone within a thousand miles of Chicago can get as good prices as if he lived just outside the city limits. All the larger cities have a good demand for capons at not less than Chicago prices.

This acquaintance of ours sold his capons in March last year to a Chicago commission merchant for 21 cents a pound. They weighed a little over nine pounds each, and he made a clear profit of more than $1 a head on them.

The operation of caponizing is very simple, and anyone can do the work rapidly and easily after a trial or two. I sell a set of caponizing tools that are the best made for $2.75, and a man will caponize 150 birds in a day and work slow.

Capons grow to weigh considerably more than uncaponized cocks, and the flesh is always as sweet and tender as that of a fat, young spring chicken. A girl in Illinois raised more than 400 capons in one year and shipped them to Philadelphia, the great capon market of this country, receiving 28 cents a pound after paying freight and commission.

This is a branch of the poultry business that is rapidly coming to the front. Anyone who produces good capons will make large profits from them.

## The No-Yard Plan of Keeping Chickens

For several years we have heard a great deal about intensive poultry culture. That is keeping a large number of fowls on a small plot of land. A man in an eastern state first made this system public. His plan was to shut his pullets in a house and keep them there until they had finished their usefulness as layers and were ready to be sold in the market for food purposes.

His first story was received with great doubts but after an investigation it was found that he actually kept his chickens year in and year out in their houses. It was also found that this was a profitable way to keep chickens for any one who has only a limited space to use for this purpose.

Later others tried the same plan and poultry houses adapted to this way of keeping chickens were invented. Now there are thousands of little flocks thriving and happy, laying eggs regularly, which have never been outside a space that we once thought was not big enough for one hen.

The best plans now followed are small, low houses, with hinged roofs. The hens are kept in these and when the owner wants to get at them he simply lifts the roof and looks down at the hens from above. Others make little houses large enough to enter and keep more hens in a flock. The writer has visited a flock where the houses are 4x6 feet in which six hens were kept and the owner assured us that his hens kept healthy and laid more than those which ran about the farm.

One big poultry farm is just 50x100 feet, containing 5,000 square feet of land. This does not sound very big but there are 600 hens the year through on this miniature farm and they make enough money for their owner that he can afford to put his whole time on them.

His houses are 10x16 feet and 25 hens are kept in each house. On a plot 50x50 feet, lettuce Swiss chard, rape, cabbage, etc., are grown for green feed during the summer and in winter alfalfa hay cut into short lengths is used instead of the green stuff. The houses are kept strictly clean, the hens must scratch in litter for their grain and in this way get plenty of exercise. The houses are set four feet apart so as to make it easy to go around to them. Such a plant occupies less space than any ordinary city lot. The eggs are sold to private customers at considerably more than the market price and the profits amount to over a thousand dollars a year above the cost of feed. This man has a good income from his poultry. He keeps his hens until they are past their third summer as he finds they make better winter layers than pullets when kept by this method.

If this plan is followed any one who has a home and a lot can keep enough chickens to add considerably to his income and supply his own family with poultry and eggs.

The no-yard way of keeping chickens has been proved to be perfectly good and hens confined in this way lay better, keep in better health and produce stronger chicks than those exposed to all kinds of weather. For the city man who likes poultry this new method is the thing that makes it possible for him to keep poultry and make it pay him as well as give him something to do to drive away the cares of business.

## Feed and Care of Young Chicks

Young chicks should be kept growing every minute from the time they are hatched until they have grown to full size or have been sold in the market.

Chicks do not require feeding until they are from twenty-four to thirty hours out of the shell. Some good poultry breeders do not feed them until they are thirty-six hours old. Nature provides for them up to this time, and they are better for not being fed.

The first feed should be cracked wheat, cracked corn or other fine grain. At the same time some small grit should be placed before them, as this will be needed to grind the feed they eat. Many young chicks die because they are not provided with grit soon enough.

The dry method of feeding is rapidly taking the place of wet feed, and our best poultrymen now feed nothing but dry feed. It has been established that chicks fed on dry feed are not nearly as likely to contract bowel troubles as those fed on soft and wet feed. This would not be the case if wet feed were properly mixed, making it as dry as possible, that is, using as little water as possible in mixing it. Mixing it this way is a troublesome task, and not a few simply put in water enough to make it mix easily, and thereby put the chicks in danger.

Foy's Perfect Chick Feed is made especially for young chicks, and can be depended on to make them grow rapidly and to keep them in good health. It costs a little more than cracked corn or plain wheat, but it prevents dis-

ease and in the end is the cheapest feed that can be used. It is made up of a large number of grains and seed, with just enough grit, meat, bone and shell to furnish the growing chick with material for bone, muscles, feathers and fat.

Where chicks are hatched in an incubator they should be taken out and put in a brooder that has been warmed ready for them. About 100 degrees is the proper temperature to begin with. This can be lowered gradually until the end of four weeks it runs from 60 to 70 degrees, according to the outside temperature. Keep fresh water where the chicks can get it all the time. Never feed more than they will eat clean with a good appetite, and feed very often at first. When the chicks are three weeks old, begin feeding a little cracked corn and wheat, using the chick feed for three meals a day and the corn and wheat for two meals. Gradually feed more of the corn and wheat and less of the chick feed until at two months of age they may be fed corn and wheat without any chick feed. If they are kept in a yard, begin to feed them green feed from the first. Feed a little for a week or two and after that all they will eat. Lettuce or onion tops cut fin, dandelion leaves or fresh cut grass from the lawn are all fine feed for little chicks, and you will be surprised how much green stuff they will eat. They will leave almost anything else for a meal of dandelion tops or lettuce leaves. A small patch of lettuce will feed a big flock of chicks for a long time. Cut the leaves off instead of pulling the plants up, and they will renew themselves during the whole season.

Dwarf essex rape is a quick growing crop which renews itself when cut off and chicks like it very much. It grows rapidly and may be sown any time in the season, as it makes a good-sized plant in four or five weeks.

Charcoal and meat scrap should be fed if it can be got handily.

Give the chicks liberty to run on a grassy plot as soon as the weather is warm enough. If they are kept in a brooder they soon learn to run in and out and take care of themselves.

Keep little chicks warm and dry. Feed them all they will eat and furnish them with fresh water. Keep grit before them all the time and keep them free from lice and you will not be troubld with disease of weak, "scraggly" chicks.

## Be Sure You're Right, Then Go Ahead

One of the sayings of Davy Crockett was, "Be sure you're right, then go ahead." I want to impress this upon you who may read this, and urge on you the importance of starting right, when you begin the poultry business. You can not afford to neglect this important point. In order to succeed in the poultry business you must have healthy stock and you must have good layers. I would like to print those two "musts" in the above sentence in letters a foot high. It is imperative that you have stock which can be relied upon, for on this depends success.

Thousands of beginners advertise stock and eggs every year and sell what they have, although it may not be fit for breeding or to produce eggs from which will come strong, vigorous chickens. These beginners are not dishonest. They probably have bought eggs and stock from perfectly reliable breeders of high-class poultry. The trouble is they lack experience and really do not know a good fowl from a poor one. Selecting breeding stock and mating breeding pens for the best results is a matter which cannot be learned in one year or two, or even a longer time. The oldest of us learn something every year and we study our fowls every day in the year.

I started out determined to perfect strains of fowls which would produce heavy layers and at the same time birds with strong constituions, which would not succumb to the first neglect to which they were subjected, for I knew my birds would go to the careless as well as the careful, and that I would be blamed for the carelessness of others if my stock did not stand up under all circumstances.

## Health, Vigor and Productiveness

Have been the three words I have kept in my mind from the beginning. As the saying is, I have kept these words "pasted in my hat" all the time, and any fowl which did not come within the line which these words indicate has been thrown out no matter how good it seemed to be.

I first learned how to select the right kind of stock. Then I was ready to start right. After that, by careful line-breeding, I was able to make constant improvement, until now I am prepared to furnish stock or eggs to beginners which enable them to start right without the long years of preliminary work I went through with before I was really ready to start. My stock is the start-right kind. It has behind it all my years of experience and what I have learned in that time.

My line-bred, start-right kind of stock will give you strong constitutions, standard shape and markings, and great egg-laying capacity. This is the only kind I keep, and the only kind anyone ought to buy. You don't buy guesswork when you buy eggs or breeding stock of me. You buy my experience and the result of my careful line-breeding, and my prices are not higher than those of other breeders who have not been breeding long enough to know whether they started right or not.

## Breeding for Best Results

Neither accident nor good luck has ever helped to improve poultry. Improvement goes on only when a carefully considered selection of breeding stock is the rule of the breeder. Line-breeding is the only way to bring out and perfect the good points in any strain of fowls. Scientists tell us, and all who have paid any attention to breeding know, that every animal or fowl contains in its make-up some of the traits of all of its ancestors. A fowl may resemble one ancestor much more than any one and its offspring may resemble some other of its ancestors. This is true of all animate existence. In breeding fowls I have proceeded on the theory that the fewer ancestors a given bird has the better I can control its progeny, and the better chance I have of knowing what I am going to get when I put it in the breeding pen.

## Broiler Raising in the City

It is a well-known fact that five hundred chicks can be raised to broiler size on a piece of land which would be too small to keep 100 hens the year around. When chicks are small they do not require very much room and can be kept growing on a comparatively small piece of ground. To raise 200 broilers on a city lot is not a very hard task as they are sold when ten or twelve weeks old, and during the time they are being fed they need just room enough to move about freely.

It is estimated that it takes from ten to fifteen cents worth of feed to raise a broiler. Say it takes fifteen cent's worth. A nice broiler is worth anywhere from forty to fifty cents and in many cities brings sixty or seventy-five cents. The chicks can be hatched and got into market before very hot weather comes and they will bring in a good many dollars. There is not a large town or city in this country but an enterprising man could find a private market for from 500 to 1,000 broilers during the season. Once the people get a taste of a plump home-raised broiler they will not have anything else and the demand will grow all the time.

There is a rapidly growing demand for what is called "squab" chickens. These are little chickens weighing under one pound. They are sold when five or six weeks old and served at the highest priced restaurants. They bring as high as $1.50 a pair in New York city and in many smaller cities they bring from 75 cents to a dollar a pair. Where the market for this kind of chickens is built up the trade increases rapidly and a big business can be done on a small plot of ground. It costs about six or seven cents to raise a squab broiler and the profit is large.

The only thing to do in raising broilers is to get good strong eggs from vigorous stock, keep the coops and yards clean, feed all the feed the chicks will eat and keep them supplied with pure fresh water. If lawn clippings or dandelion tops are procurable they make chicks grow very rapidly and a little plot of lettuce makes a lot of good chick feed.

Plenty of feed, clean dry yards and pure water are the three things necessary in raising broilers and these can be supplied on almost any city lot.

The broiler trade is a good one to look after. It gives one a chance to turn his money quickly and from his broilers he can select the very best and strongest to keep over for the next year.

Many a man who works in a shop and has an ambitious wife might give her a chance to make enough money to dress herself and the "kiddies" by raising broilers in the back yard of their home.

## Line Breeding the Only Safe Plan

Line-breeding properly followed is the only certain road to perfection in any direction, whether that be egg production or standard quality in shape and color. Line-breeding requires careful selection and constant study in order to produce a strain in which desirable characteristics will overcome and control the tendency to revert or "throw back" to some remote ancestor.

No one who follows out-breeding ever knows what he is going to get in the progeny of his breeding pens. Fowls that are out-bred year after year are never as good layers nor as high scoring as those which have been line-bred in the proper manner.

Every breed in the standard has been first produced by line-breeding, and all pure bred fowls would be much more perfecct than they are now if this system had been continued by those who took the breeds up as they were offered to the public.

I am proud of the fact that I have been a consistent and persistent line-breeder for years. If I had not followed this system I could never have produced the strains of fowls which I offer to the public. I have steadily kept practical value in view while breeding to standard requirements, and the many words of praise given my stock by those who have bought of me proves that I have taken the right road to reach the highest possible state of perfection. Remember that in buying of me you buy stock and eggs which may be depended on to produce birds of a high class which are also layers of great productiveness.

## Our Great Layers

Crescent Farm Birds are bred to comply with standard requirements as near as possible. But their laying qualities have not been overlooked, no labor or expense has been spared in building up and perfecting our strains; they are good winter layers and keep at it all summer; they are vigorous, active and handsome, excellent for introducing new blood, or as foundation stock. No better anywhere at any price.

Many successful breeders and exhibitors owe their success to having started right with our prize-winning, heavy-laying strains. For years we have been perfecting our breeds, and can now offer you the best.

## Line-Bred Layers

We sometimes hear of 200 eggs being laid in one year by a single hen. What a contrast with the average egg production of all the hens in the United States, which is much less than 100 eggs per year. The contrast only goes to show what can be accomplished by keeping "bred-to-lay" stock. Selecting only known good layers for breeders each year and breeding these "in line" year after year, we can be sure at least to have a strain of persistent layers. This is the way the Crescent Poultry Farm breeding stock has been selected for years back, and consequently we can now boast of as fine "bred-to-lay" stock as is found on any poultry farm in the United States. We fell assured that birds of our strains introduced into any others in the country will greatly improve the egg production and the greater productiveness of the progeny will be noticeable at once.

## Good Stock

Why is it that so many of those who start or undertake to establish themselves in the thoroughbred poultry business, undertake it with inferior stock? They are certainly laboring under a great mistake. It is out of the question to breed fine stock from ordinary fowls; indeed, it is a waste of time and money to undertake it. In starting one cannot be too careful as to the foundation he is laying, for on this depends his future success or failure. If one starts with poor stock, he may work for years and then have the same, as like begets like; of course, he may improve them to a certain extent, but it will be slow business. Good stock should be purchased from some reliable breeder, which is the first step toward success. Then, by taking one or more good poultry paper, so as to learn the proper ways of mating, feeding and caring for them, he may rest assured of having a flock of birds he will be proud of.

## Importance of a Thoroughbred Male

The male is one-half of the breeding pen; some claim they are more. I have seen thoroughbred males crossed with common stock, and many of the young birds were so well marked it would take an expert to tell them from thoroughbreds. No breeder can succeed with poor stock. One setting of eggs from a first-class pen is worth more than a dozen settings from a common mating. Line-bred cockerels from the best strains are worth many dollars more for the foundation of a flock than poor ones. If a poor male is used, the half may spoil the whole. I can furnish you cockerels from the most famous sires that will build up your flock. As I keep a record of my matings I can at all times furnish my old customers with birds or eggs not related to the ones they formerly got.

## The Plymouth Rocks

This is today the most popular general purpose breed that we have. It suits the American public better than any other breed, and it is no doubt true that there are more fowls of Barred Plymouth descent in this country than any other variety.

Plymouth Rocks are valuable just in proportion that they will make money for the breeder. The highest scoring bird in this variety would not suit my views unless it were capable of reproducing in its progeny fowls of high class, considered as Standard birds, and females of great laying qualities. I have believed for years that beauty and utility should go hand in hand in breeding poultry, and have selected my breeding stock with these ends in view. The result is I have Plymouth Rocks which are correct in shape and color and will produce eggs in great numbers. The color of Plymouth Rocks of the barred variety is hard to get, but my birds are noted for their good color as well as their plump, massive and solidly meated bodies. From my long experience as a breeder I have learned how to mate for best results, and from my pens the buyer may expect birds of the highest quality.

## The Wyandottes

The Wyandottes are a close second to the Plymouth Rock in public favor, and they deserve all the praise that can be given them. The true Wyandotte is a bird of well rounded curves, thick of body, closely feathered, and a bird that is surprisingly heavy for its appearance.

As originally constituted, this breed had in it the blood of the best laying breeds, and I have endeavored to maintain and increase this disposition to produce eggs liberally, winter and summer.

The Wyandotte is not quite as heavy as the Plymouth Rock, but it is a prime favorite with those who want fine-grained, tender, sweet and palatable poultry for table use. The eggs of the Wyandotte vary from a reddish brown to a pale, pinkish lilac. They are good size and in every way desirable eggs for the best markets.

My Wyandottes have been bred in line for years, and have the most important and valuable characteristics of the breed firmly fixed. My stock may be relied on to produce high-class and heavy-laying fowls, combining in themselves all the good qualities that breeders seek. In the markets Wyandottes are becoming prime favorites, as they make a fine-appearing dressed fowl of the highest quality. I can confidently recommend my strain of Wyandottes to those who desire the best that can be produced by a long course of careful selection.

## White Leghorns at Petaluma

I have referred to the Petaluma egg farms above and the subject is large enough to make it worth while to give it a little more space.

Petaluma is a little town something more than thirty miles north of San Francisco, California. Originally it was a rich farming section and the country was given over to raising grains and vegetables for the San Francisco markets. Gradually the land became less productive and the crops grew smaller. Where once thousands of bushels of potatoes were grown, the crops became so small that they were unprofitable.

About this time some one began to raise chickens and sell eggs. This was found to be profitable and one after another of the farmers took up the poultry business until now there are probably a million and a half of laying hens in the Petaluma district, each of which is working to make the country richer and her owner independent.

At first various breeds were kept around Petaluma but gradually the White Leghorn became the favorite, and now in a day's drive around this great egg producing center one will hardly see anything but White Leghorns. Over hills and through valleys I have driven, never once out of sight of hundreds of White Leghorns or out of hearing of the cheerful cackling of busy hens.

I remember standing on a hill top of a mile or two out from Petaluma and looking across a valley in which were kept 125,000 laying hens, these being divided among several egg-farmers, each owning a little farm—or ranch as farms are called in that country. White houses dotted the landscape and green trees added to the beauty of the scene, while up from the poultry houses came clearly the voices of a thousand hens proclaiming that they had done their duty for the day.

I made many inquiries while at Petaluma and asked a lot of questions and I think I got pretty near the truth. It costs something more than a dollar to keep a hen a year there and she lays eggs enough to pay this feed bill and leave her owner a profit of close to $2 a year. This is clear money and the poultry-keeper at Petaluma who has a thousand hens may count upon getting about $2,000 a year after paying his feed bill.

These Petaluma White Leghorns are kept in colony houses, almost altogether. They are fed largely on wheat and many flocks have a free run. This makes them healthy and hardy, because they get plenty of exercise.

On the larger egg-ranches, the houses are set down in the fields some distance apart and given free range, each hen knowing her own house when she is ready to lay or it comes time to go to sleep.

These Petaluma poultry-keepers are not keeping White Leghorns because they fancy their shape and color alone. They are keeping hens to make money. They have tried out all the breeds and they have selected White Leghorns because they believe they will lay more eggs for the quantity of feed they consume than any other variety.

However, they are not quite unanimous in this. Besides the White Leghorns, one will find a few nice flocks of Brown Leghorns about Petaluma and these have some very good friends there.

Last fall nearly $45,000 worth of eggs were shipped from Petaluma in one day; and every day in the year, except Sunday, a steamer goes up from San Francisco and loads up with eggs and poultry for San Francisco, the Petaluma river giving a waterway between the two places.

Here is a bit of country about twelve miles wide and perhaps twenty miles long which is producing more clear, clean money every year from poultry-raising than is produced in any other part of the country in the production of any crop, on an area of the same size. It is a work which does not depend on the weather. It matters not to the Petaluma breeder whether rains come or not, for his hens go on laying just the same.

We hear about the profitable orange groves of California. They are not in it with the hens of Petaluma. Nor need the poultry-keeper go to Petaluma to make money from White Leghorns. In Central New York there is quite a large district where White Leghorns are raised by the thousand for eggs for market. Country and climate do not make so much difference as some people think. Whether in sunny Petaluma or under the wintry skies of New York, the White Leghorn makes money for her owner and her rival is her Brown Leghorn sister. Between the two there is not much chance to choose.

## Farm Raised Fowls

This is an expression often used by poultrymen, but in many cases it does not mean anything. Birds that have farm range are healthy, large, and strong, and are, therefore, vigorous, and make good breeders.

My demand for good stock became so great that for the past six years I have made arrangements to keep some of my best stock on farms—but one variety allowed on each farm, and these birds are raised under ideal conditions and under my supervision. By making special inducements to my farm poultry raisers, you get in these birds the very best that good care and careful mating can produce.

By my plan there is no possible mixing of breeds. Some of my farms, for instance, are devoted to Barred Rocks, and there are no other varieties kept on that place. Same is true of any other breed. In this way the fowls

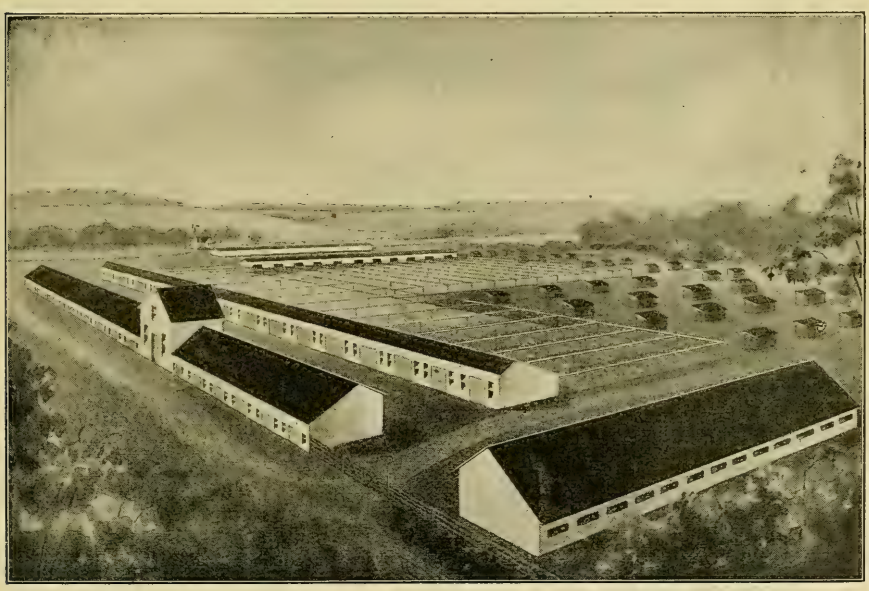
do not have to be kept penned up so closely as is necessary when a large number of different varieties are kept at one place. The success of this plan in the past has been beyond my expectations, and this year finds me better than ever equipped to care for my patrons who will be satisfied only with the best.

In short, my plan is the only successful way of properly conducting so large a business and at the same time giving to each and every patron that abundant and complete satisfaction which is his due.

## The 200 Egg Hen

For several years I have been trying hard to increase the egg yield of my hens by selecting only the best layers for breeders each year. It has been proved beyond a doubt that where hens have been "bred in line" for heavy egg yield, they can be made to lay from 200 to 250 eggs each year. The average hen only lays from 50 to 100 eggs per year, but by a careful system of line breeding, whole flocks can be made to average 200 eggs per year.

In selecting male birds for a laying strain, one must be careful that he is the sun of a prolific layer. The best layers are also obtained where his sire was also bred, from heavy laying stock. The results of my experiments have been where I select my breeders each year from the heavy layers, the progeny shows a large per cent of heavy layers year after year. By this method of careful breeding I have improved the laying qualities of my stock to such an extent that I have whole flocks that will average 200 eggs per year.



## Model Poultry Plants

I have a good many calls every year for suggestions as to poultry plants. The illustration on this page shows a plant where the fowls are kept on the colony plan. Such a plant can be built up a house at a time, as the business grows. If the houses are made 8x12 feet, each one will comfortably house twenty-five fowls. For a good looking poultry house I recommend the larger buildings shown in above cut; interior can be arranged to suit builder.

## The Poultryman's Capital is Alive

The poultryman's capital is alive. A flock of hens will produce eggs for three or more seasons, and then you can sell them for all they cost in the food markets of any town. They have paid you a profit all the time you have been keeping them, and then sell for all they have cost you. This can not be said of any other business on earth. Not only can you sell your original stock at a profit, but you can increase it a hundredfold every year without any trouble.

I never knew a poultryman to fail to make money if he carried on his business in the right way.

If you take pure-bred hens from good line-bred stock, such as I keep, you can keep the hens till the end of their third or fourth summer, make a big profit on keeping them, and sell them for breeders at twice as much as they have ever cost you for feed and care.

## Poultry Keeping as an Occupation for Women

Of all outdoor work, I know of none better adapted to women than that of poultry culture. Here is an occupation that is not overcrowded. No one has a monopoly of the poultry business. Most women are equally, if not more, successful than men, because they are accustomed to occupying themselves with little things, and know the importance of patience, perseverance and little careful attentions punctually given. In rearing poultry, there is no danger of the business being overdone. Prices have been getting gradually better for the past five years. It is an industry that cannot be monopolized. The product is always ready cash just the minute you put it on the market, and it is a business that can be started with a very small capital.

It is not absolutely necessary to live on a farm to raise poultry. There are many plants in cities and towns. By adopting modern, up-to-date methods, many broilers and hundreds of dozens of eggs can be produced on a small space of ground. An acre of land could be made to yield a handsome profit, according to management. Even the dwellers on the village lot need not feel debarred from going into the business.

## The Most Profitable Fowl

I have freely said which I think are best all-around fowls, but I do not think these fowls are the most profitable ones for a good many localities. Where there is not a good market for poultry, the hen that lays the most eggs is the one that brings in the greater profit. I believe in egg farming for several reasons. First, eggs are always in demand and the egg farmer gets eggs every day in the year, and his money comes in regularly week after week, which is not the case in breeding poultry for market, raising grain or raising any kind of live stock. Second, eggs are easily sent a long distance to market at small cost and need no special preparation before being sold Neither do they easily spoil on the way, or lose weight as live stock does. Third, eggs may be kept for weeks in cool weather and for some time in any weather before spoiling, so the producer can wait for the best market.

The egg farmer will have more or less chickens to sell, but these come in as extras and not as the most important product of the business.

## Start with Line-Bred Stock

The poultry business is like all other occupations—you must start right, no difference what branch you take up. While it may cost a trifle more, yet it will be money saved in the long run. It is like this: If you started from Des Moines to reach the Atlantic Coast, would you take a direct route or would you start west and travel a few hundred miles just because some one would furnish you with a half-fare ticket? If you are at all wise you can readily see that you would be farther away from your destination than had you not started at all, also causing delay and extra expense undoing what you had done wrong. Nothing gained only the knowledge that you had lost valuable time and money traveling the wrong road and in an opposite direction from what you should have taken. It is better to start with the best, if only in a small way, raher than invest in "A WHOLE LOT" of inferior quality. "BE SURE YOU'RE RIGHT, THEN GO AHEAD." I beg to say right here, if your start is made from the CRESCENT POULTRY FARM, there can be no mistake about it.

## Which is the Best All-Around Fowl

We are often asked which we consider the best general purpose fowl. We believe the American class will more fully meet the demands of the person that wants to keep one variety, such as the Barred and White Rocks, White and Silver Laced Wyandottes; of course, there are other breeds, but the above named varieties are a long neck ahead in the American class. The Barred and White Plymouth Rocks are hard to beat for an all-around general purpose fowl, especially where they have been bred in line for laying. A general purpose fowl must have a plump carcass, when dressed, a quality and quantity of meat that will meet the demands of the market, and to be profitable they must be of a heavy laying strain, quick to mature and easy to raise. We have paid particular attention in selecting and breeding our various breeds for the qualities necessary to produce the most prolific layers, as well as those noted for their vigor, hardiness and standard marking, until they stand today without a rival in this respect.

## Eggs or Fowls to Start With

We older breeders are often asked which is best, eggs or fowls, to start with. Now, this is a question that can not be answered very easily or satisfactorily without considerable thought and investigation, as circumstances have so much to do with it.

If the purchaser has the means and is anxious to enjoy the fowls as soon as possible, why, of course, nothing but the fowls will do, as he cannot wait to get a start from eggs in his impatience and desire to see and care for the fowls.

It is certainly the cheapest way to buy good eggs from an honest breeder; when a fair hatch is obtained and the chicks raised to maturity it is a very inexpensive way to get a start of the best stock, and you stand just as good a chance of raising something extra fine as he does; birds you can hardly buy of him for love or money. Suppose you only buy two settings of eggs and get a fair hatch.

Quite often one has a chance of selling two or three cockerels in the fall which would more than pay the first cost of the eggs.

## Eggs for Incubator

First grade, $7.00 per 100; $12.00 per 200.
Second grade, $6.00 per 100; $10.00 per 200.

I annually furnish large quantities of eggs to poultrymen who are just starting in to raise pure-bred poultry, and to men who are starting broiler plants. This is usually the cheapest, quickest and best way to make the start. I am especially well prepared to furnish eggs from the following varieties: Barred and White Rocks, Light Brahmas, Black Langshans, White Wyandottes, Silver Laced Wyandottes, White and Brown Leghorns, Pekin ducks. This grade of incubator eggs will be filled from our best pens, except Pen No. 1 of B. P. Rocks and special matings.

We have another grade of incubator eggs that we can make up from the following pens at the rate of $6.00 per 100 or $10.00 per 200. These eggs are from Pens 4 and 5 of Barred Plymouth Rocks, Pen No. 2 of Light Brahmas, Pen No. 2 of White Leghorns, and Pen N. 2 of Brown Leghorns. These birds are all good thoroughbreds, but do not score as high as the others. In ordering eggs for incubators in 100 lots you may select from any or all varieties listed at the above named rates.

When you are ordering eggs from second grade you will have to choose eggs from varieties included in that grade.

## My Prices

My prices may seem high, yet they are very low, when the quality of stock is considered. I breed nothing but the best and guarantee everything I ship to be just as represented. You may be able to buy eggs for hatching and fowls cheaper than I can sell, yet the price may not do to go by, as the quality of the stock may be cheap as well as the price. The price of an article is always based on its intrinsic value, and not on the size of it.

In buying eggs for hatching it is not the eggs you are paying for, but the stock they are expected to produce. In laying the foundation for a flock it pays to start right, as it costs but a little more, and after you get the start it costs no more to raise good thoroughbreds than scrubs. Inferior fowls as breeders are dear at any price, even as a gift.

A setting of eggs that will produce choice, high-scoring stock, even if but a few of them, is worth many dozen from inferior or mongrel stock.

## Mixed Orders in Two Parts

Orders for eggs for one setting or more can be made up of two or more varieies if wanted that way, providing the price of each variety is the same.

## Terms

Cash must accompany all orders; nothing sent C. O. D. Send money by Draft, Express Money Order, Postoffice Money Order or Registered Letter.

## New Blood Every Year

Every year I change my matings, thus making it possible for me to supply all my old customers with new blood, thus keeping the stock strong and vigorous and the eggs fertile.

I have two specialties—one is first-class fowls, and the other is absolute satisfaction. Those who secure my first specialty are always certain to get the second.

Your success means my success, hence I use all the means at my command to the end that you shall be provided with birds and eggs of such quality and value as shall make success a sure thing.

## Express Companies

I can ship by the Wells-Fargo, Adams, American, United States, Pacific and Southern express companies. No other city has better shipping facilities than Des Moines, Iowa. There is just one rate, and that is the same to one and all. It does not matter whether it is paid at this end or when the package is received, the charge will be the same. Neither can you get better rates from one company than another. All express companies have the same rates between any given points. These rates are adhered to, and it is entirely useless to ask for any reduction. Generally speaking, express rates are very reasonable. I pack eggs and crate fowls so they will go at the least possible expense and yet be safe from injury on the way.

## Feeding for Egg Production

Hens can not lay eggs without they are supplied the material from which eggs are made. A hen is only a machine for making eggs out of the material which she finds in her feed, and unless she is given the proper feed she can not manufacture eggs.

Eggs are composed of lime, which goes to make the shell; albumen, which is the white, and fat and mineral salts of various kinds, which are found in the yolk. We can furnish the lime by giving our hens oyster shells, ground bone or even raw limestone in the form of grit. For the albumen we must look to wheat, oats, barley, oil meal, milk, meat and other substances. For the material for the yolk we will feed corn, buckwheat and other fattening feed. All feeds contain a portion of the materials that go to make both white and yolk, but some are richer in one and some in the other. Even grain contains some lime, but not enough to furnish shell material for a large number of eggs.

The real secret of a large egg production is a large variety of feed, plenty of fresh water, for an egg is largely water, grit to keep the digestion good, and plenty of green feed in some form.

Hens that run about a farm pick up enough meat feed in the summer, in the shape of worms, grubs and insects, so they need not be fed this. If they are kept in a yard, meat in some form must be fed for the best results. Beef scraps are valuable for this purpose.

Hens that have the run of the fields get green stuff enough in summer, but must be supplied in winter. Give them cabbages, beets or turnips chopped so they can swallow them, or simply cut in large pieces so they can pick them apart. Cut clover or alfalfa, or clover or alfalfa meal is very good for laying hens, as both have in them a large proportion of the elements that go to make the white of eggs. Give the hens a warm place to sleep. Keep them in the house when the weather is very cold, and feed them grain in litter on the floor, so as to give them exercise. Keep the house free from lice and mites by using Electric Lice Killer or Crescent Insect Powder, and you will have no trouble in getting eggs all the year.

If you want pullets to lay during the first winter, hatch them as early as you can, and push them as rapidly as possible, so as to get them to laying before cold weather begins. If they do not begin laying before really cold weather comes on, they are likely to put it off until the next spring.

Feed liberally, but make the hens dig their grain out of a bed of straw. Don't be afraid of getting the hens too fat, if you make them take plenty of exercise. Fat hens lay well unless they are lazy fat. Keep their muscles in good condition by exercise and they will lay even if they are fat enough to eat.

## A Cloud of Witnesses

I do not ask the reader of this book to take my word for what I say about my stock of fowls. It is very easy to make claims but it is quite another thing to prove the claims. I want you to read the letters from my customers which appear here and there in this book. I have hundreds of these letters every year. They were written to me because I satisfied the writers of them. They show exactly how I treat those who do business with me. Every one of these letters is genuine and I will give a thousand dollars to any one who will call for one letter which I publish which was not written to me by the person whose name and address appear with it. Sometimes we see a lot of letters of this kind in catalogues without the names and address of the alleged writers. These furnish no proof whatever. I give the names and addresses and any one is at liberty to write and ask any of those whose names appear in this book about their dealings with me. If any do write to those who have written me I would suggest that they enclose a self-addressed envelope, as it would not be quite fair to ask them to take the trouble to write and pay the postage on the answers.

I have letters running back to the time I began business—hundreds of them—and the best evidence that I treat my customers squarely is to be found right among the people with whom I have been doing business. My catalogue has been imitated, my way of doing business has been used as a model but no one can furnish as many and as strong letters as I can that I give my customers their full money's worth—and then some.

## Special Matings

I have some special matings of the following varieties of fowls:

**White Plymouth Rocks.**
**Buff Plymouth Rocks.**
**Silver Laced Wyandottes.**
**Single Comb White Leghorns.**
**Buff Cochins.**
**Rose Comb White Leghorns.**
**Rose Comb Brown Leghorns.**
**Light Brahmas.**
**Black Langshans.**
**Single Comb Brown Leghorns.**

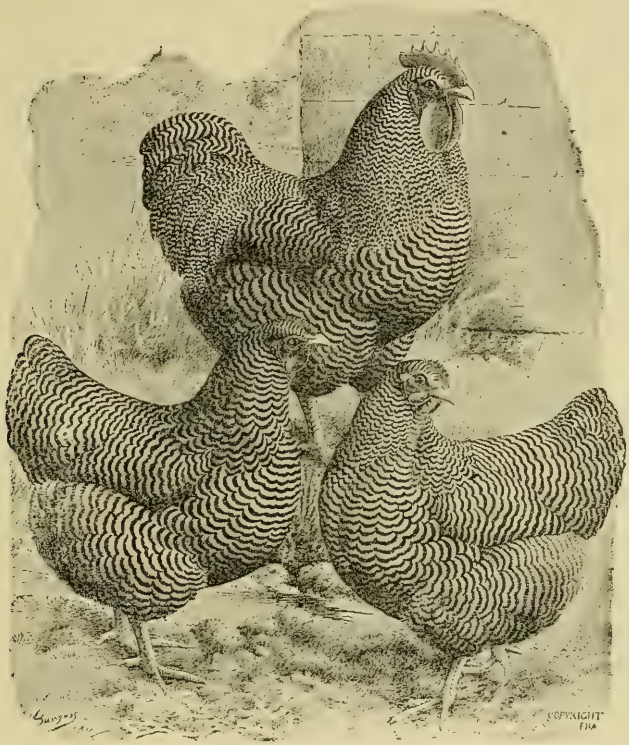
**White Wyandottes.**

**These birds are selected from a large number and anything that did not show up extra good was rejected. Each one is a good individual specimen and as near perfect as it is possible to get them. I have a number of calls every year from people who want to get a sitting or two of eggs from something extra good from which to raise exhibition stock. It is to supply this demand that I have made these special matings.**

**They are no better blood or better layers than my other matings, yet they will probably produce a larger per cent of show birds. I sell eggs only by the sitting from these matings. Price $2.00 per fifteen; $3.50 per thirty. Extra good Cockerels from special matings a matter of correspondence.**

# Barred Plymouth Rocks

This breed is as solid as its name; they stand acknowledged as the best general purpose fowl in the world today; they are quick to develop and make plump, juicy broilers at the age of eight and ten weeks. They are a great favorite with market poultrymen, who breed this variety more extensively



than all other pure breeds combined. They are excellent all year around as layers, and as a fancier's fowl have reached a popularity never before known. The BARRED PLYMOUTH ROCK is always the largest class at the large poultry shows, and strictly choice specimens nearly always command a higher price than any other breed, which proves their sterling merit. Utility and actual worth are the basis of this popularity, and make the Plymouth Rock A BIRD OF DESTINY.

My chicks this year are the best I ever raised, and no doubt will be heard from in the show room, as I usually furnish customers more prize winners than any other breeder. If you want the REAL THING, genuine Blue Barred Plymouth Rocks, send your order for stock and eggs to the Crescent Farm and you will not be disappointed. The accompanying cut is a good representation of the Barred Rocks that head my No. 1 pens. I have been unusually successful this year in securing the best individual birds that I have ever had.

Pen No. 1, cockerel matings, is headed by cockerels with beautiful blue bars running down to the skin on every part of the body, of good carriage, typical Rock shape, short yellow legs, bay eyes, yellow beak, and best all-around birds that can be had. They were selected from many hundred speci-

mens. The females were selected with great care, with good Rock shape, and barred to the skin. If you want to raise some fine cockerels to head your pens with, you want to order eggs from Pen No. 1—eggs, $2.00 per fifteen; $3.50 per thirty.

Pens Nos. 2 and 3 are standard matings, headed by large, vigorous cockerels and both hens and cockerels have been selected with utmost care, that size and finely feathered markings might be as near perfect as possible. They are barred to the skin in narrow, well-defined bars. We expect to get true Barred Rocks of fine quality from these pens, if there is any virtue in proper mating. Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per $100; $12.00 per 200.

Single birds, $3.00; pairs, $5.00; trios, male and two females, $7.00; pen, male and four females, $11.50; pen, male and ten females, $24.00.

---

WAR DEPARTMENT.

POST OF ZAMBOANGA

OFFICE OF THE QUARTERMASTER

Zamboanga, P. I, July 5th, 1907.

Mr. Frank Foy,

DesMoines, Iowa.

Sir:-

I have the honor to acknowledge, with thanks, the receipt of the fowls sent me.

They all arived in the very best of condition, considering the length of time they were on the way, and I shall, in the near future order several pens of fowls, as I am endeavoring to get together a good collection of fowls of all descriptions.

Very sincerely yours,

D. L. Garrigues.

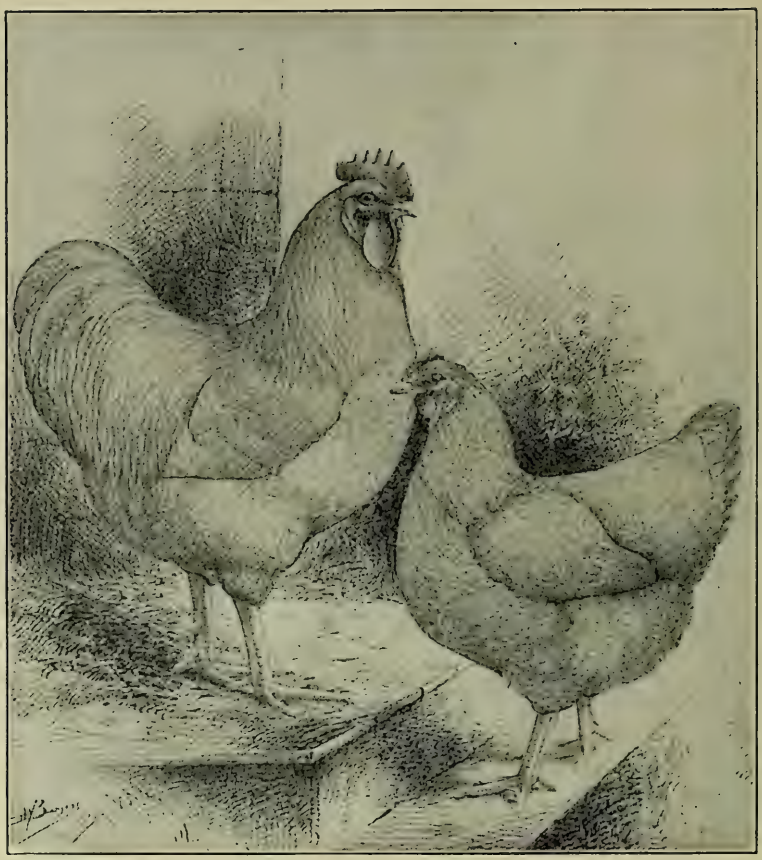
## White Plymouth Rocks

Fischel and My Own Strains.

No variety of chickens has come to the front so fast as the White Plymouth Rocks. They are snow white in plumage, have beautiful red combs and wattles. The legs, beak and skin are a rich yellow and have no black pin feathers in dressing. They mature early and their weight is the same as the Barred. They breed truer to color than any of the new breeds. Their large size and stately carriage is admired by all. I am breeding this year from the Fishel and other strains. My breeding pens are headed by pure white, large, strong and deep bodied cockerels. My price is very low considering the quality of the stock. Other breeders ask from $3.00 to $5.00 a sitting for eggs from the same strain.

Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special mating of White Plymouth Rocks see page 35. Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $24.00.

Note.—Newly hatched White Plymouth Rock chicks are almost invariably of a maltese blue, smutty color, or of a greyish cast, but they will feather white and stay white, making a very beautiful as well as a profitable fowl.



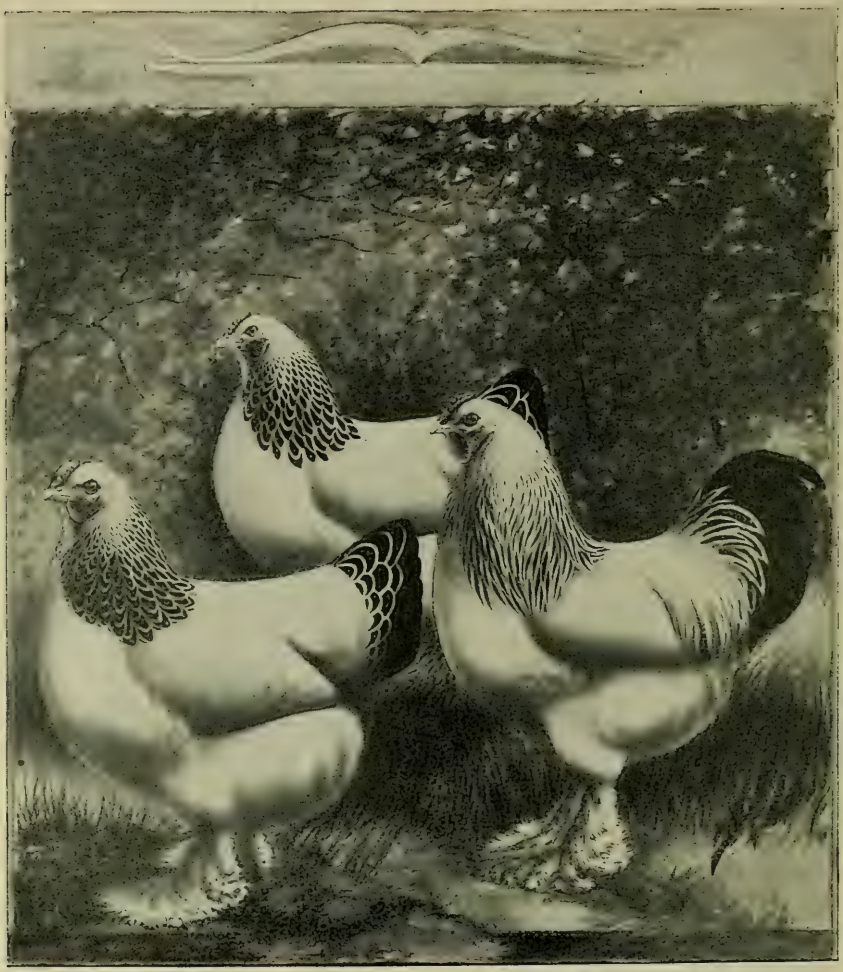
## Buff Rocks

Plymouth Rocks are so well and favorably known that when the Buff variety was brought prominently before the breeders of this country a few years ago, they were in great demand from the start. As their name implies, they are of a rich buff color throughout. They have clean, yellow legs of medium length and are well adapted to both the fancier and the market poultryman. They have the same general characteristics as all their ancestors, except color. They have quite large, heavy, nice, well-rounded bodies, and a bright yellow skin. They have clean legs of medium length; are well adapted to both the fancier and market poultryman. I have been breeding Buff Plymouth Rocks for years, and I have raised some excellent birds this season. I always use great care in selecting my breeding stock. I only select birds that have good shape and color and of a heavy laying strain. If you are looking for something good in Buff Rocks, send your orders for stock and eggs to the Crescent Farm. Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special mating of Buff Plymouth Rocks, see page 35. Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $24.00.

## Single Comb Buff Orpingtons

The Single Comb Buff Orpingtons are becoming a very popular breed. They have been a leading breed in England for a number of years; in fact, they are as popular there as the Barred Plymouth Rocks are in America. As a general purpose fowl they are very good. They have a rich buff plumage. As good as any of the buff varieties. They are also good layers.

They have nice, well-rounded bodies and a bright yellow skin, and have all the good market qualities as well as the laying qualities. They are very quiet and tame, and make good mothers. My breeding stock of this variety is of the very best. Most of the parent stock was imported from England, and all of my breeders have good individual merit. They are, without doubt, a most excellent breed. Eggs from Pen No. 1, imported stock, $2.00 per fifteen and $3.50 per thirty; Pen No. 2, domestic or American raised, $1.50 per fifteen, $3.00 per thirty, $4.00 per forty-five, $7.00 per hundred. Single birds, $3.00; pairs, $6.00; trio, $8.00; pen, one cock and four hens, $12.50; pen, one cock and ten hens, $25.00.



## Light Brahmas

**Felch, Gold Coin and Shaw Strains.**

The Light Brahma, by unchallenged right, stands at the head of all thoroughbred poultry. During the past thirty years, while all other breeds have had their "ups and downs," the Light Brahmas have stood their own ground, and today they are as much praised and as highly recommended to the general breeder as they were thirty years ago. Any breed that can stand the test of rivalry so long and still continue to satisfy and please the thousands breeding them must have qualities of a high order. They are the largest of all our poultry, and furnish more pounds of flesh and eggs in twelve months than any other breed of fowls on earth. They are well adapted for all purposes, and are so gentle, handsome and practical one cannot help but like them. I have the largest and best stock of Light Brahmas in this country.

Eggs, $1.50 per fifteen, $3.00 per thirty, $4.00 per forty-five, $7.00 per 100, $12.00 per 200. For special mating of Light Brahmas see page 35. Single birds, 3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $24.00.

## Buff Cochins

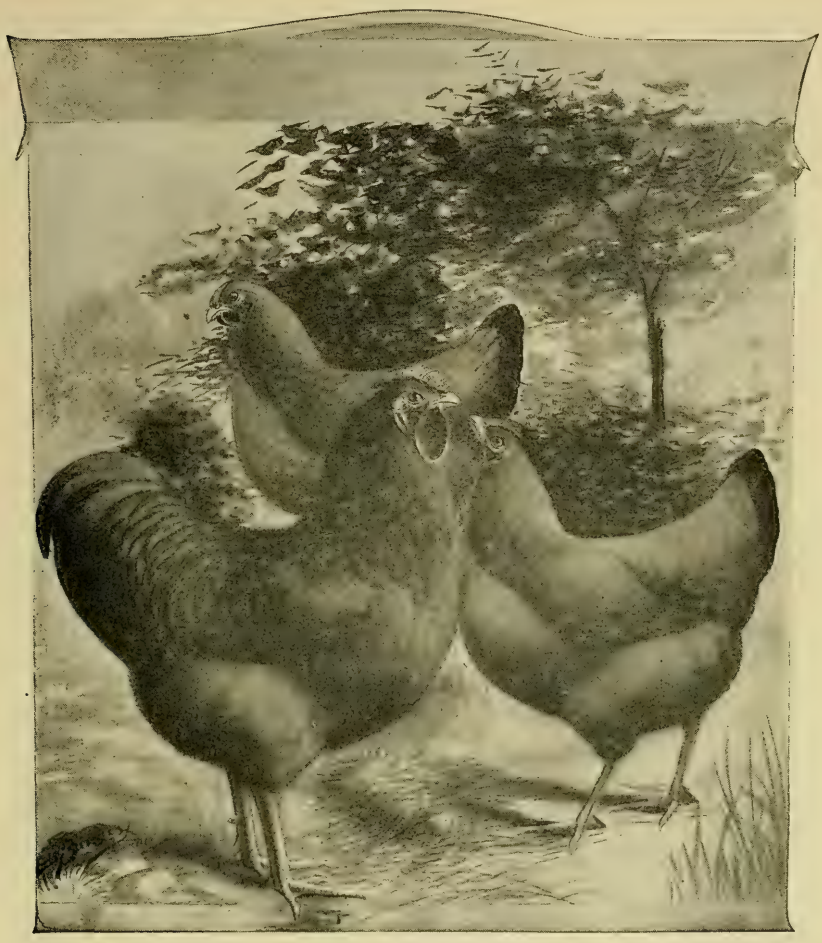
These are large, massive fowls, profusely feathered, and have a very fine carriage. They are very good layers, and will, under favorable circumstances, compare well with the Leghorn class for winter laying, while for a market fowl they far exceed them. Like all Asiatics, they are rather later maturing than those of the American class, but I have taken great pains and spared no expense to produce Buffs which are of special merit in early maturing, plumage and size. They are of a rich buff or golden color. They are heavily feathered and well adapted to cold climates. They breed true to color and are very docile fowls; can be easily yarded by low fence of wire netting. In the Cochin line I have stock above the average. The foundation stock came direct from G. W. Mitchell, of Bristol, Conn., and by investigation you will find this strain generally wins the lion's share of prizes at the Boston and New York shows.

Eggs, $1.50 per fifteen, $3.00 per thirty, $4.00 per forty-five, $7.00 per 100, $12.00 per 200. For special mating of Buff Cochins, see page 35. **Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $24.00.**

## Black Langshans

Langshans were originally imported from China and are today one of the most popular fowls of the Orient. No variety of fowls ever gained popularity faster since their importation. The Langshans are large, stylish birds, with full, broad breasts, small wings, and erect, small combs; their bright red wattles, ear lobes and combs glowing against their glossy black feathers, form a striking contrast. They attain maturity as early as any of the large breeds, lay large, rich eggs the year around, and are not persistent sitters. They make an excellent table fowl, for delicacy of flavor, white flesh and skin especially. They are large in size and well built, and make good mothers, continuously looking after the young. Chicks when first hatched are about half white which is no indication of impurity of stock. I pride myself on having the best Langshans in the land.

Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special mating of Black Langshans, see page 35. **Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $24.00.**



## Rose Comb Rhode Island Reds

**I Breed Both Rose and Single Combs.**

No breed which has been brought out in recent years has met with a warmer reception than the Rhode Island Reds. This is a distinctively American utility breed and at the same time it has no superior as a fancier's fowl.

The Rhode Island Reds originated without any set purpose. They are the growth of years and gradually developed out of the practical experience of men who kept chickens to make money from the eggs they laid, without caring anything about blood and breeding.

Down in the southern part of the little state of Rhode Island is a district known as Little Compton. This district lies on the shore of the Atlantic Ocean, exposed to the bleak winds of winter and the scorching sun of summer. The land is poor and rocky and the soil returns but little when an attempt is made to produce farm crops. The inhabitants of this district were compelled to look to some other means of getting a living besides raising crops of grain and hay, and being near good markets they took up poultry-raising as the most available business from which to make money.

In some way they began to believe that a red chicken was hardier than one of any other color. It is not necessary to inquire whether this belief has a good foundation. We know that in that country only a hardy breed of fowls could live and return a profit to the owners. Not many fowls surpass the Rhode Island Reds for beauty, especially the male, with his rich red color and erect carriage. They grow rapidly and pullets begin laying when quite young. As a utility fowl they are as good as grow, and some people believe much better than other varieties. I will say that they are one of our best general purpose breeds.

They have yellow legs and skin and make excellent broilers and roasters. They are very hardy and fine winter layers. My original stock was direct from the best eastern breeders and I have been trying to improve it all the time.

Eggs, $2.00 per fifteen; $3.50 per thirty; $4.50 per forty-five; $8.00 per 100. Single birds, $3.00; pairs, $6.00; trios, $8.00. One male and ten females, $25.00.

## How Far Can Eggs Be Shipped With Safety? Distance Cuts No Figure

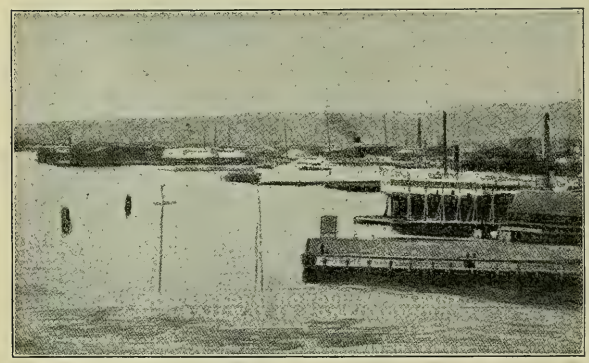
How far can eggs be shipped with safety? We are constantly receiving letters asking this question. We have shipped eggs to all parts of the United States, Canada, and Mexico, and in the majority of cases good hatches result.

Honolulu, Hawaii, June 20, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—I will now report the results of the eggs bought of you. Eleven of the turkey eggs hatched, and forty-five of the chicken eggs. The eggs were not very fertile, but, considering the long distance they had to go, I think they did very well, and am well satisfied.

Very truly,
A. COOKE.



NOTE.—It took five days for these eggs to reach San Francisco; then they had to wait three days more for a boat, and it takes from six to eight days by boat from San Francisco to Hawaii. Yet some people, only living a few hundred miles away, will write and want to know if I think eggs will hatch when shipped so far.

Hartley, Iowa, May 24, 1908.

Mr. Frank Foy, Des Moines, Iowa.

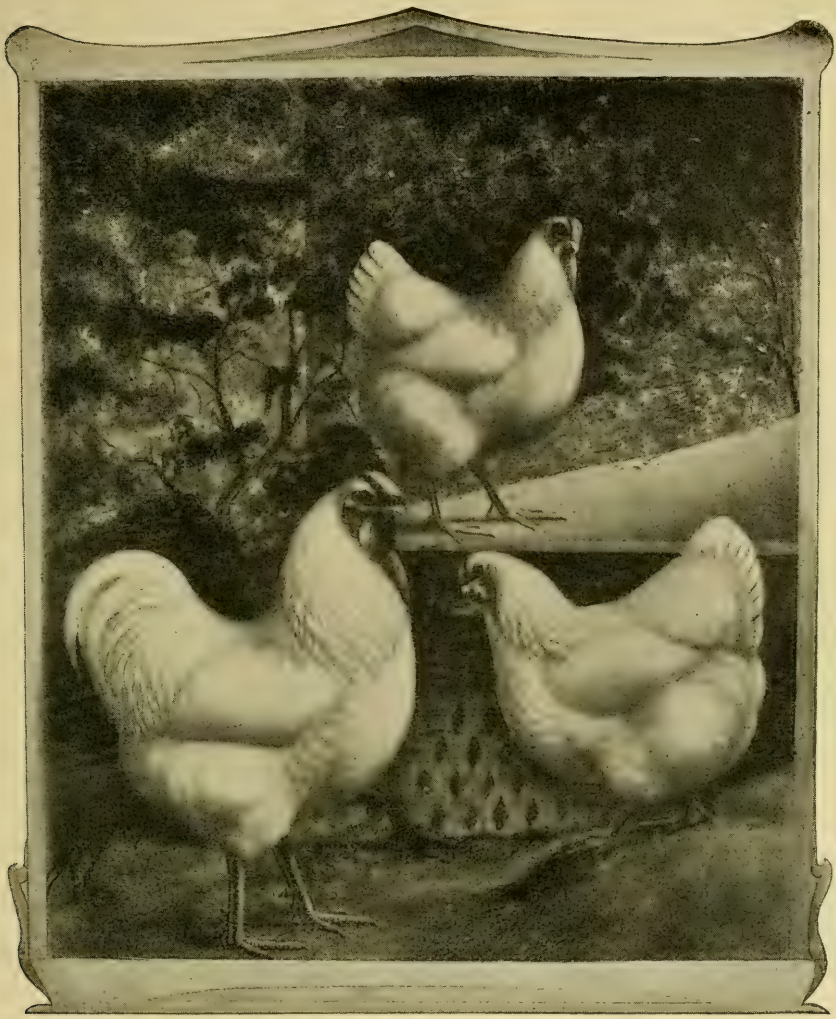
Dear Sir:—We have taken off two hatches from our incubator and we have 300 fine little chicks. Are well pleased with the machine. We have not heard of anyone else having as good a hatch with their machine as we do with our machine.

Very truly,
Mrs. M. Albright.

Clinton, Okla.,
Mar. 22, 1908.

Mr. Frank Foy,
Des Moines, Ia.

Dear Sir:—I received the coop of chickens all right and I am pleased with them. Will know just where to send and get good ones after this. Very truly,
Miss Carrie Hale.



## White Wyandottes

The original White Wyandottes in this country were sports from the Silver Laced variety, therefore they are all purely Wyandotte blood, which can not be said of any other of the varieties except this one and the one from which it has descended.

White Wyandottes have been before the public almost as long as the older variety from which they originated, and they have been in the hands of fanciers who have bred them up to a great perfection of form and color. Starting with Hawkins and Dustin strains I have bred for the best in these two great strains, and have built up a strain of my own which has no superior in this country.

I annually furnish more prize winners to my customers than any other western breeder. If you want eggs that will produce stock with low, curving combs, well corrugated, bay eyes, short backs, broad and heavy breast,

snow-white plumage, with yellow legs and beaks—if you want the best the country affords, send your orders for stock and eggs to the Crescent Farm and you'll not be disappointed.

Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special mating of White Wyandottes, see page 35. Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $24.00.

## Silver Laced Wyandottes

For Illustrations see cover of this book.

Sometime in the '70's, poultrymen began to hear about a new breed of fowls. These were called "Hambletonians," "Ambrights," "Sebright Cochin" and "American Sebrights," by different ones who offered them for sale. Under these various names, the new fowl attracted wide attention on account of its curious and beautiful color. The cocks were silvery white on neck and wings, the feathers of the neck having a black stripe down the center. The breast was white, each feather having a diamond-shaped white spot in the center. The saddle feathers were the same color as those of the hackle and the main tail feathers were black. The hens of the new breed had neck feathers striped black and white but the remainder of the body was covered with curiously laced feathers, with a diamond spot of white and an edging or "lacing" of brilliant black.

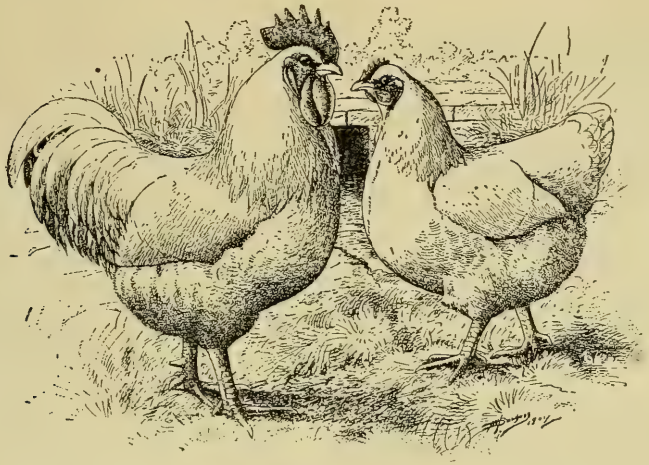
At once they sprang into almost universal popularity and Wyandottes were sought by every one. Unscrupulous breeders made crosses and sold the mongrels as pure-bred and the breed suffered by this, but it had such sterling merit that nothing could stay its progress and today the Silver Laced Wyandotte has more friends than in any previous period in its whole history.

As a market fowl it has a record of topping the most particular market in this country. As a layer it has twice in five years carried off the prize in the great annual Australian laying competitions, which are carried on under government supervision. In each of the competitions, where 100 hens were kept under the strictest supervision for one year, the egg records ran considerably over an average of 200 eggs in a year for each of the hens in the winning pens. In this country a Silver Laced Wyandotte hen has made a record of 804 eggs in four consecutive years an average of 201 eggs per year, a record never before equalled by any hen of any breed.

For any purpose for which poultry is kept the Silver Laced Wyandotte is always ready to make a good showing. It is the pride of American fanciers and a delightful bird to handle and own, as it is quiet and tame and not seeking mischief.

My strain of Silver Laced Wyandottes is descended from the best blood in the country. A good many strains of Silver Laced Wyandottes in this country have in them a strain of English blood introduced by English poultrymen, which gives them a tendency to run to too much white. This foreign blood was unwisely brought into the flocks of this country and often results in poor chicks. My fowls are purely American and straight in breeding. Line-bred and bred to lay, my Wyandottes are the kind that make profits for their owners.

Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special mating of Silver Laced Wyandottes, see page 35. Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $24.00.



## White Orpingtons

**Cook and Other Strains.**

No breed of fowls that ever were introduced into this country grew so rapidly in popularity and made such a success as the Orpingtons. They were originated by William Cook, an English poultry breeder, and introduced into this country by him. They met with a very hearty reception and at once made many friends and now they are found in large numbers all over this country and attract as much attention at the big shows as any other breed.

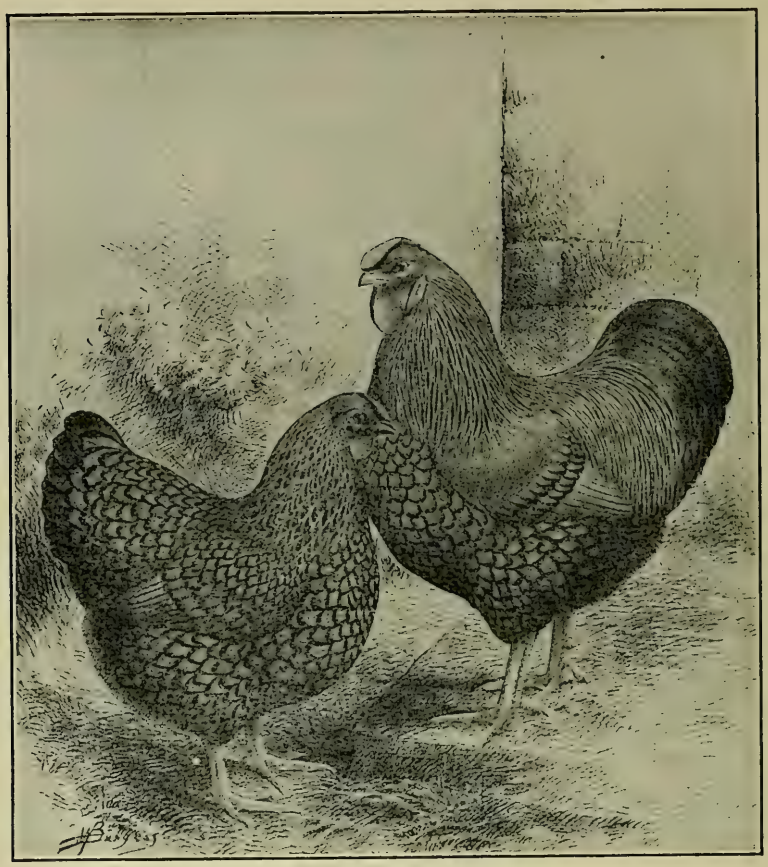
The Orpingtons are very deep and broad in body with heavy thighs, thick wide breasts, short shanks and a general appearance of massiveness that gives them character and assures them friends. Short of wing they are easily confined by a low fence. Carrying a large amount of meat on the parts of the body considered the choicest they are favorites in every market, and added to these good qualities they are among the very best winter layers we have.

The White Orpington is one of the favorite varieties of this most popular breed. Within the last year the highest price ever paid for a pen of fowls was paid for five White Orpingtons and birds of this variety which are good enough to win in the large shows bring as high prices as those of any other breed.

As an all-round fowl for home or market use or for the production of big fine-flavored eggs the White Orpington does not need to stand back for any other variety in the Standard.

I have been studying these fowls for several years and at last concluded to meet the demand for them by taking them on with my other varieties. The fowls from which I offer eggs this year are from fine strains of vigorous and healthy stock and any one who desires to begin with this breed will find if he gets eggs from me he will have stock to start with that will give him a chance to get right up in front as a breeder. I am going to offer eggs at a moderate price, according to my usual custom. My prices this year are $2.50 per fifteen; $4.50 per thirty; $6.50 per forty-five. For incubator use I will sell eggs at $12.00 per 100.

Stock, single birds, $4.00; pairs, $7.00; trios, $10.00.

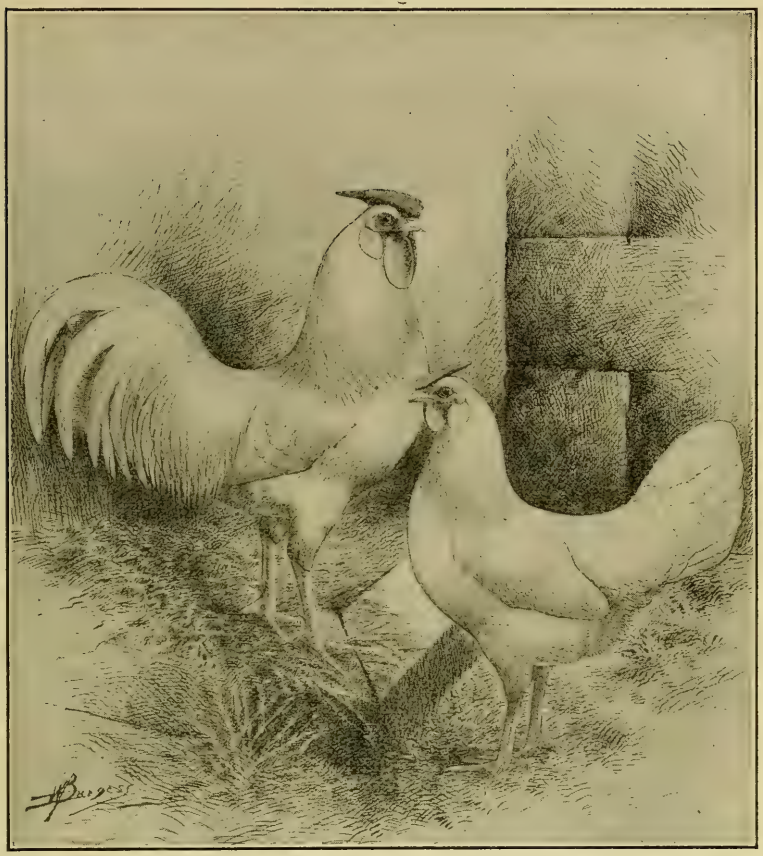


## Ideal Golden Wyandottes

Golden Wyandottes are an exact counterpart of the White and Silver Laced, the only difference being in color. They are fine layers the year around if properly cared for. The color in the Golden Wyandotte is a golden bay in place of the white lacing in the Silver Laced Wyandottes. This breed has many friends, and is a good variety for anyone to breed who wants beautiful fowls. There are very few breeds that will breed as true to color as the Golden Wyandotte. They make good mothers and good sitters, but are not persistently broody. Chicks are quite hardy, grow fast, and mature early. My foundation stock was purchased direct from the best breeders in the east, whose birds have won hundreds of prizes at the leading shows. In general utility, Golden Wyandottes are much the same as the other varieties of Wyandottes, the only difference being in color. If you desire to start with the best stock in the country, you will make no mistake if you order your eggs from the Crescent Farm.

Price: Eggs, $2.00 per 15; $3.75 per 30; $5.00 per 45; $8.00 per 100.

Price: Stock, single birds, $3.00; pairs, $6.00; trios, $8.00; pen, 1 male and 10 females, $24.00.



## Rose Comb White Leghorns

Rose Comb White Leghorns are identical with the Single Comb variety except they have a low rose comb. They begin laying when about four months old, and if properly attended to will furnish eggs the year around. No fowl shows greater beauty on a green lawn than the White Leghorns, owing to their graceful style, fine, large, red combs and pure white plumage; finer birds than are in our pens are hard to find. If you want to improve your stock, send your orders for stock and eggs to the Crescent Farm.

Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special mating of Rose Comb White Leghorns, see page 35. Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $22.00.

## Single Comb White Leghorns

There has been considerable dispute about the origin of the White Leghorn. It was claimed at one time that the original white birds were imported from Leghorn, Italy, but there are no White Leghorns in Italy, so the inference is that they came from White Sports from the original Brown Leghorn. This might easily happen as all colored birds occasionally produce white ones and these usually reproduce their color when they are bred together.

Their origin is not of great importance. What the poultryman wants to know is what they can be depended upon to do when it comes to breeding them.

The poultryman wants to know what he may expect in the way of profits and with this question in mind he can make no mistake if he selects Single Comb White Leghorns.

In another place in this book I have told about the White Leghorns of Petaluma, California, and Central New York state. The great egg-farmers of these two districts, one in a warm and sunny climate and the other in a climate where zero weather and very deep snows are common in winter, show that the White Leghorn is adapted to any part of this country and profitable wherever it is kept. Like its Brown ancestors, the White Leghorn is an "egg machine" that works constantly and at high speed. The eggs are pure white, weigh an average of two ounces each and are produced the year through except during the molting period and even then White Leghorns do not stop laying altogether.

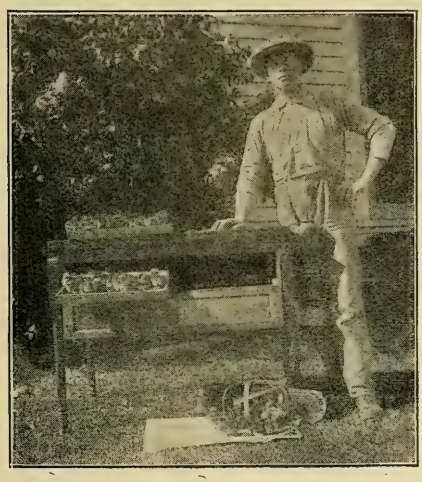
The White Leghorn is a non-sitter, very few of the hens ever offering to sit. They begin to lay at five months or sooner. At the New York experiment station, White Leghorn pullets began to lay at a little over four months of age. These pullets had been forced forward with all possible speed as an attempt was being made to see how young they could bring pullets into laying form.

The plumage of the White Leghorn is a clear, brilliant white throughout. The plumage of the cocks shines like a frozen snowbank, while that of the hens is the clear, transparent white one sees in newly fallen snow.

The beaks, shanks and skin are bright yellow, the combs and wattles bright red and large, the ear lobes are pure white and the eyes bright reddish bay. These birds have a remarkable proud bearing and their shape is very graceful. The illustration of a trio of White Leghorns in connection with this shows, as well as a picture can, their shape; but it is deficient in the coloring and in the lively appearance, which no picture can show. Good foragers, hardy, alive every minute, a flock of Single Comb White Leghorns earns money for its owner every day in the year.

The Single Comb White Leghorn is a bred-to-lay fowl and I have been breeding my strain for eggs for several years. They are so easily bred to color that I am able to pay more attention to egg-laying qualities and this makes it possible to improve them more rapidly than any other breed. I have enough so I shall be able to fill all the orders I receive promptly from the best stock in this country.

Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special matings of Single Comb White Leghorns, see page 35. Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $22.00.



Mullikin, Mich., June 19, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—Enclosed you will find a photograph of myself and machine. Those chicks are the Barred Rocks and Golden Wyandottes hatched from the eggs I purchased of you. I hatched 114 fine chicks from the two hundred eggs you shipped to me, and am perfectly satisfied with them. I took off my fourth and last hatch this season yesterday. There were 172 healthy chicks from the 240 eggs. Everyone who is interested in this business says this is a most remarkable hatch. We have 350 chicks now. The first hatch came March 1st and now weighs from 1½ to 2 pounds each. We like our machine better every time ue use it. We shall certainly recommend the Frank Foy incubator and brooders to everyone.

Yours respectfully,
C. M. HILL.

Albany, Wis., April 8, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—I received the eggs to-day in fine shape. They are fine looking eggs, and I must say I never saw eggs packed so well. Thanking you for prompt shipment.

Yours respectfully,
JOSEPH TROWL.

## Single Comb Brown Leghorns

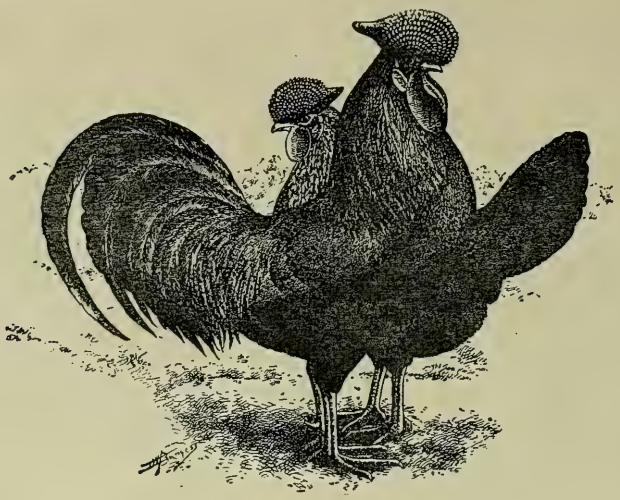
The acknowledged queen of the practical egg laying breeds is the Brown Leghorn, when judged by the standard of the greatest number of marketable eggs produced at least cost. Not only are the hens persistent layers, but they are extremely active foragers and waste no time in sitting. Like a good milch cow they put little fat upon their bones, but all surplus nourishment to egg production. The cost of growing them is comparatively light; no more, perhaps, than one-half that of Brahma or Cochin.

Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special mating of Single Comb Brown Leghorns, see page 35. Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $22.00.

## Rose Comb Brown Leghorns

For a handsome bird and for egg producers, the Leghorn stands at the head. There is no breed of fowls that lay so many eggs with little feed. Both the Rose and Single Comb Leghorn were originally imported from Leghorn, a seaport in Italy (hence their name). The Rose and Single Comb varieties are exactly alike in every respect excepting the comb. The Rose Comb Leghorns are of a medium size, have beautiful gray plumage, white ear lobes and yellow legs are symmetrical in form, and very attractive and pleasing in appearance, are very hardy, and chicks are easily raised on free range. They are good foragers, and pullets lay at an early age. For good plumage and heavy layers, our stock can not be excelled.

Eggs, $1.50 per fifteen; $3.00 per thirty; $4.00 per forty-five; $7.00 per 100; $12.00 per 200. For special mating of Rose Comb White Leghorns, see page 35. Single birds, $3.00; pairs, $5.00; trios, $7.00; pen, one cock and four hens, $11.50; pen, one cock and ten hens, $22.00.



## English Red Caps

The Red Caps are a hardy race of fowls which came to American breeders from Derbyshire, England, where they have been known for many years as unrivaled layers of richly flavored eggs. The true value of these fowls as egg producers, is very little known in this country. A few years ago we used to see them at eastern shows and they bid fair to become well known and appreciated, but of late they have been exhibited but little.

They have been roughly described by some Hamburg fanciers as coarse Golden Spangled Hamburgs, and truly in plumage they do resemble a carelessly bred Hamburg, having the old time, moon-shaped spangles on a dark reddish bay ground color. The indications might lead us to believe that both the Red Caps and Golden Spangled Hamburgs trace to the same ancestry. There was a time when the Hamburgs were known as Lancashire Mooneys, a name suggesting the moon shaped spangle of the Red Cap female. There is a wider difference in the color of the male and female of the Red Cap than in the Hamburg, the breast of the male of the former being often solid black, and the tail also is unbroken in its glossy black color, while the surface color of the Hamburg has been bred into a large spangle at the end of the feathers in both sexes. The ear lobes of the two races, as they are now, are entirely different. The Red Cap with pendulous red lobes, the Hamburg with large flat lobes of spotless white. Eggs, $2.50 per fifteen; $4.50 per thirty; $6.50 per forty-five. Single birds, $4.00; pair $7.00; trio, $10.00.

Silver Creek, Neb., March 10, 1909.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—Your incubator arrived the other day all O. K. and will say it is I am sure the best machine in this part of the country. It is easy to set up ready for use and a well made machine. Will send for some eggs soon.

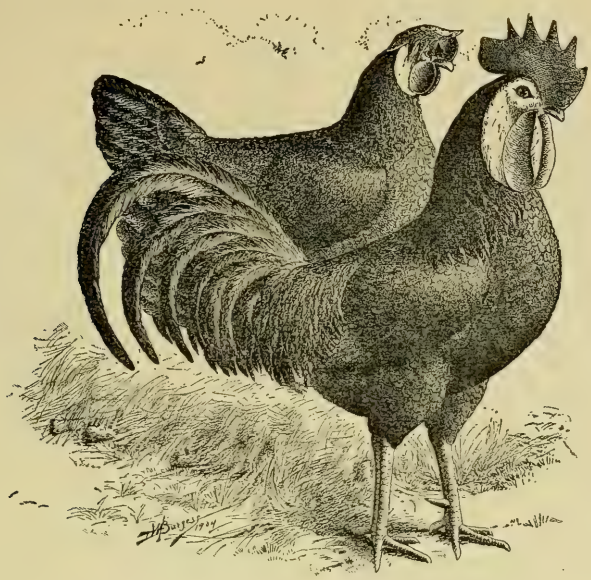
Yours truly,
MRS E. W. BELLIN.

Weatherford, Okla., March 13, 1909.

Mr. Frank Foy, Des Moines, Iowa.

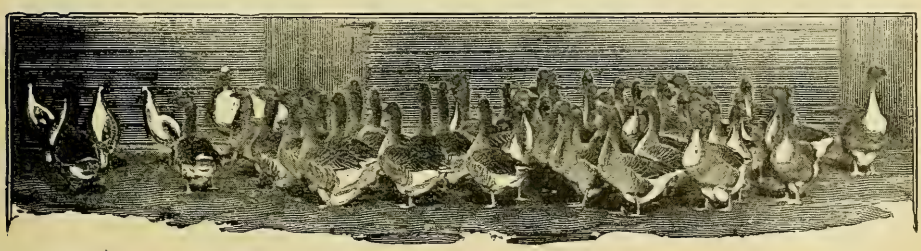
Dear Sir:—I received chickens all right. We are more than pleased with them. Have had them three weeks today and they have laid 13 eggs already. I did not expect to get an egg for at least three weeks. We are well satisfied.

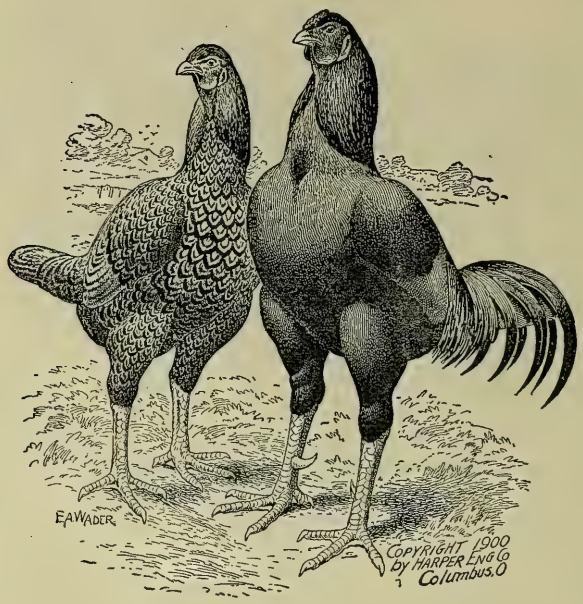
Respectfully,
M. O. BURNETT.



## White Faced Black Spanish

The White Faced Black Spanish fowls belong to the Mediterranean class. They are a non-sitting breed, and are as hardy as the Asiatics. The Spanish are much larger than Leghorns, being as heavy as Wyandottes. As layers they are not surpassed by the Leghorns. They lay a large, white egg, and lots of them. Their plumage is a rich, glossy black throughout. Their combs and wattles are red, and their white faces and lobes peculiar to the breed contrast with their black plumage. Chicks grow very fast, maturing at an early age. Their meat is fine grained, tender and sweet. If you want to get a start of the best White Faced Black Spanish the country affords, send your order for stock and eggs to the Crescent Poultry Farm. My supply is limited, but will have plenty to supply my egg trade. Eggs, $2.00 per sitting; $4.00 for two sittings; $5.00 for forty-five, or $10.00 per 100. Single birds $3.00; pairs, $6.00; trios, $8.00.






## Cornish Indian Games

This is one of the most popular varieties. It is a good general purpose fowl, having the qualities of the market fowl, i. e., compactness, yellow legs, heavy weight, from which there is but little waste in dressing, and, being a quick grower, they produce a fine broiler in a short time, because they have short feathers, the nutriment required to put feathers on other breeds going to flesh, which is more juicy and tender in this breed than in a young turkey. Their breasts are very full. The Indian Game hens are good sitters and mothers, and the young chicks are very hardy. In color, the fowls are quite pretty, the bright brown shafts and glossy green lacing make a beautiful contrast.

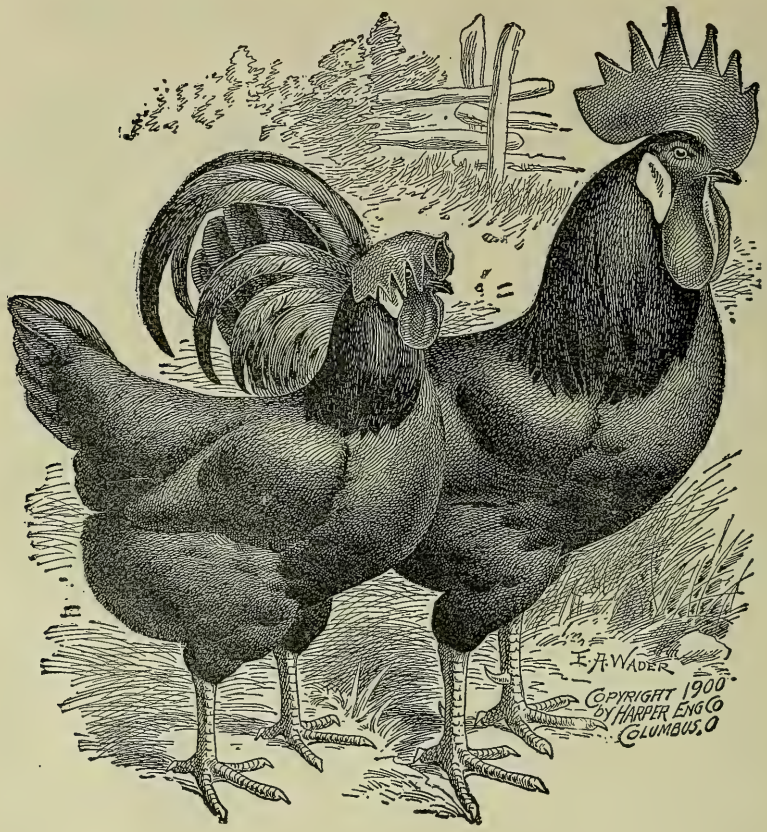
I have been breeding Cornish Indian Games for years, and I started with the best the country afforded. I have many birds for sale, and will be in good shape to furnish eggs that will produce stock that cannot fail to please the most exacting person. Pen No. 1 are from imported stock, and I believe they are as near perfect in markings as it is possible to breed them. Eggs from imported stock, Pen No. 1, $2.50 per fifteen; $4.00 per thirty; $6.00 per forty-five; $11.00 per 100. Pen No. 2, — eggs, $2.00 per fifteen; $3.50 per thirty; $5.00 per forty-five; $10.00 per 100. Single birds, $3.00; pairs, $6.00; trios, $8.00; pen, one male and four females, $12.00; one male and ten females, $25.00.

## Silver Spangled Hamburgs

The Silver Spangled Hamburgs are one of the most beautiful varieties that can be found on the poultry list. No one can pass a flock of them without a glance of admiration. For beauty they are unsurpassed, and too much could not be said of this beautiful breed. As egg producers they stand in the front rank, laying the year around. In color eggs are white, and medium size. Chicks grow quite fast and mature very early. Pullets often begin laying at four months old. They are very small feeders, and bear confinement in small enclosures remarkably well.

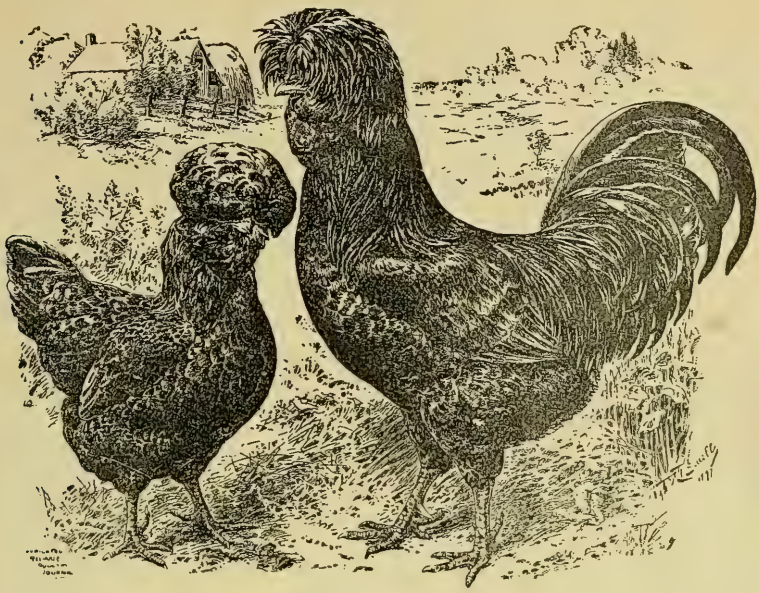
For laying qualities and beauty they stand on their own merits and cannot be over-estimated. Hens will weigh from three to four and one-half pounds; cocks from four to five and one-half pounds.

Eggs, $2.00 per 15; $3.50 per 30; $5.00 per 45; $8.00 per 100. single birds, $3.00; pair, $6.00; trio, $8.00; pen, 1 male and 4 females, $12.00; 1 male and 10 females, $25.00.




## Black Minorcas

The Black Minorca is a well-established breed of English fowls, belonging to the Spanish varieties, and, wherever bred, are considered a valuable breed are hardy both as fowls and chicks, easily raised, mature early, and pullets commence laying when very young. They are non-sitters, small eaters, splendid foragers, and without doubt very profitable. Their adaptability to all soils and places, whether in confinement or allowed unlimited range, makes them very popular and suitable to the city fancier as well as the farmer. Their plumage is a pure black with a green or metallic luster. Their legs are nice and smooth and medium length. The chief and striking ornament of the cock is his comb, which is very large, single, straight as an arrow, and evenly serrated; has a large flowing tail, carried somewhat high. My stock of this variety is simply first class, the best I could get, regardless of price. Eggs, $2.00 per fifteen; $3.50 per thirty; $5.00 per forty-five; $8.00 per 100. Single birds, $3.00; pairs, $6.00; trios, $8.00; pen, one male and ten females, $25.00.



## Houdans

Houdans in form are square built, very much like the Wyandottes, a long body and full breast. The Houdan is a French fowl, having been introduced in this country in the early sixties from France. A few of the many points of true excellence it possesses are these:

1 Quick to grow and feather as a chick, making broilers as soon as the Wyandottes, Rocks or Brahma.

2. Fertility of eggs, nearly every one producing a chick under favorable conditions.

3. Early laying pullets.

4. Great productiveness of the females; hens three to five years old lay as well as when they are young.

5. Largeness of its egg and the pure white shell.

6. Ease of confinement and perfect contentment in restricted quarters.

7. Perfect quality as a table fowl both as to flavor of flesh and the very small percentage of waste in dress being only one-eighth part.

8. Hardy of constitution, adapting themselves to all kinds of climates and conditions.

9. Small eaters.

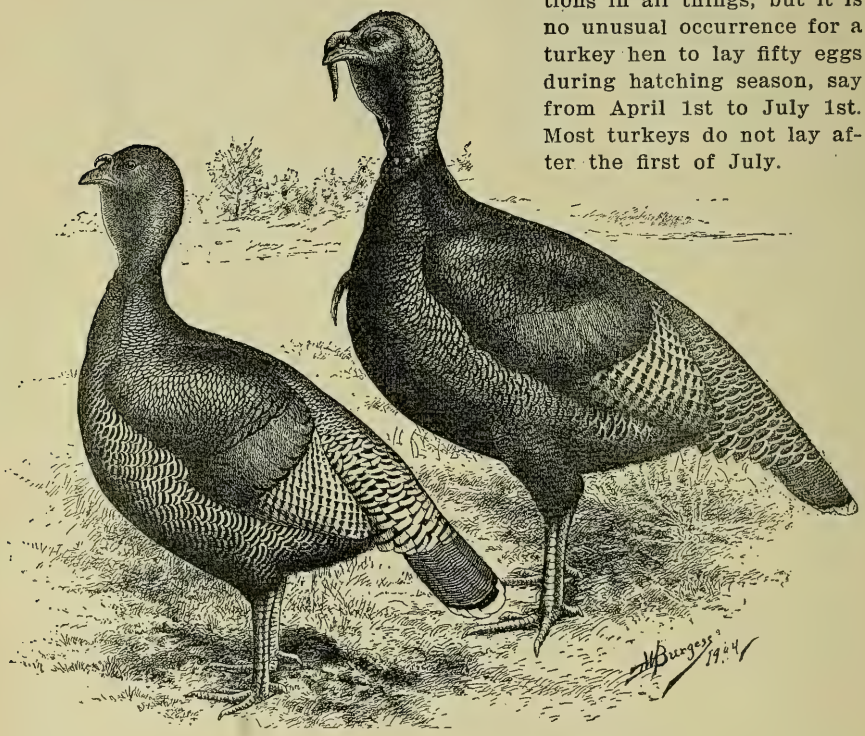
10. Good winter layers, when given any kind of decent care and attention.

Surely these qualities are enough to entitle the Houdan to better recognition for really there is no better bred in this country or any other. I am breeding the Rigg strain and selected my breeding stock with great care, and I do not think it can be surpassed in this country. Eggs, $2.00 per fifteen; $3.50 per thirty; $5.00 per forty-five; $9.00 per 100. Single birds, $3.00; pair, $6.00; trio, $8.00; pen, one male and four females, $12.00; one male and ten females, $25.00.

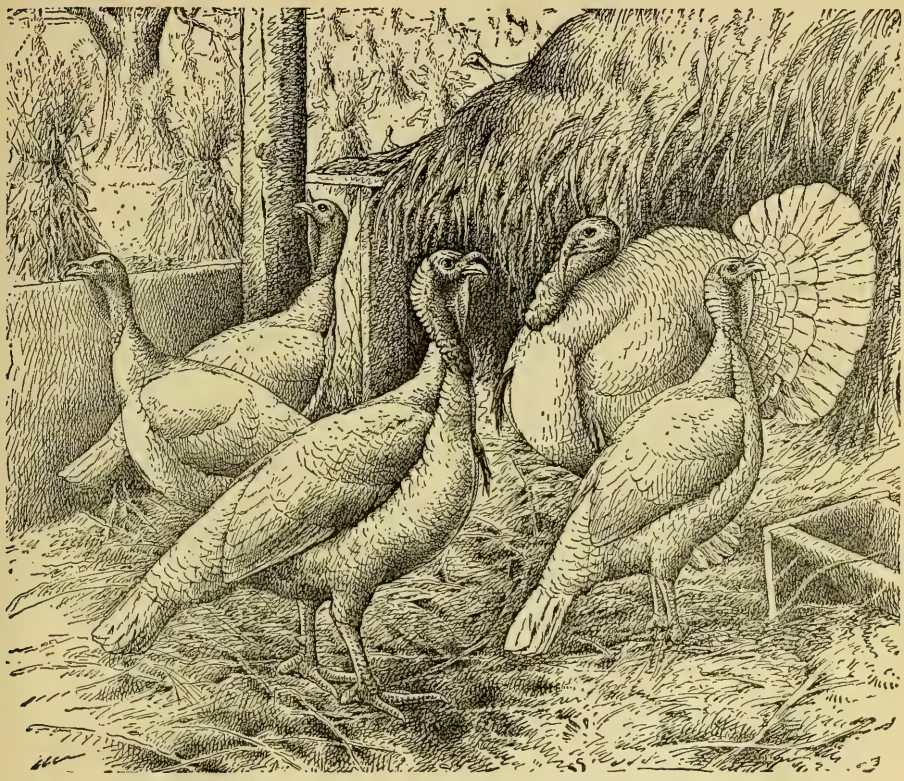
# Mammoth Bronze Turkeys

The Mammoth Bronze turkey is the acknowledged king of all turkeys. Plumage of the male, on back and breast, is a brilliant bronze hue, which glistens in the sunlight like burnished gold. Wing coverts are a beautiful rich bronze, the feathers terminating in a wide bronze band across the wings when folded, and separated from the primaries by a glossy black, ribbon-like mark, formed by the ends of the coverts. Tail—each feather is irregularly penciled with narrow bands of light brown, and ending in a broad black band with a wide edging of a dull white or gray. In the female the entire plumage is similar to that of the male but the colors are not so brilliant or clearly defined, and the edging of the feathers is generally a dull white or gray.

The Mammoth Bronze is the hardiest of all turkeys, and the most extensively raised of any breed. They are good layers, many claiming them to lay over 100 eggs in one season However, there are exceptions in all things, but it is no unusual occurrence for a turkey hen to lay fifty eggs during hatching season, say from April 1st to July 1st. Most turkeys do not lay after the first of July.




Owing to the great difference in size and the market price of turkeys, it is impossible for us to quote a straight price. It is always better to write for prices on turkeys. There is so much difference in the size and quality of them. The following quotations will give you an idea what the price will be. Large toms, $7.00 to $10.00; turkey hens, $5.00 to $6.00. Will quote prices on larger numbers on application. Eggs, $3.00 per nine; $6.00 per eighteen; $8.50 per twenty-seven.



## White Holland Turkeys

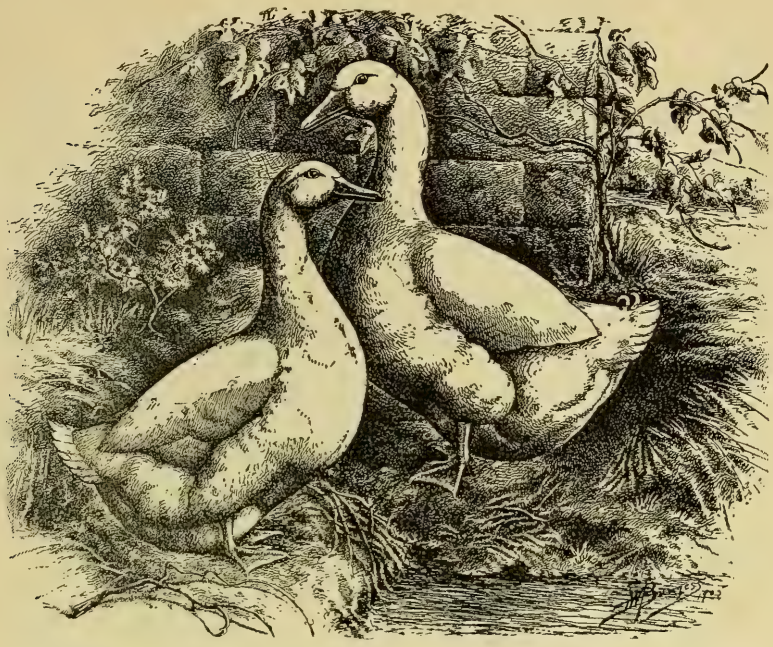
White Holland Turkeys are of German origin and are little smaller than the Mammoth Bronze, which are so well and favorably known. They are very handsome and are considered by many to be the hardiest of all turkeys. They are very rapidly getting to the front, and as egg producers they have no equal. My turkeys are noted for their splendid shape and enormous size, and I feel confident if any breeder can satisfy you, I can.

As turkeys do not begin laying until about April 1st I am often obliged to hold mixed early orders. Customers should state when ordering whether they want other eggs shipped at once or wait until all can be sent together.

Owing to the great difference in size and the market price of turkeys, it is impossible for us to quote a straight price. It is always better to write for prices on turkeys. There is so much difference in the size and quality of them. The following quotations will give you an idea what the prices will be: Large toms, $7.00 to $10.00; turkey hens, $5.00 to $6.00. Will quote prices on larger numbers on application. Eggs, $3.00 per nine; $6.00 per eighteen; $8.50 per twenty-seven.

Indian Runner ducks are making more friends all the time. From the day they were introduced into this country down to the present time they have added to their reputation as the best laying fowls of any breed ever introduced to the poultrymen of any country. They are not as large as Pekins or Rouens and are not recommended as a market duck, although they produce very finely flavored, fine-fibered flesh which is more sweet and palatable than that of any other water fowl. It is as egg-machines that they are most highly esteemed. They lay a large egg—about as large as a Minorca egg—of a delicate pearly white almost the color of a lady's finger nail. These eggs are of the finest flavor and in most markets sell for two or three cents a dozen more than eggs from hens and they are worth it on account of their large size. These ducks have been called "the Leghorns of the duck family" because of their great egg production. It is not uncommon for an Indian Runner duck to lay 200 eggs in a year and nearly every one will lay from 150 to 180. They lay at all seasons and produce eggs late in the fall and early in the spring. They are almost absolutely noiseless and do not deafen the family with the loud quacking that is characteristic of other ducks. They are very lively, running like a plover, instead of waddling as other ducks, and are the best kind of foragers. At the same time they endure small yards better than any other waterfowl. They are small eaters, healthy, never troubled with insect enemies, roup or any of the diseases of other fowls. They hatch readily and once hatched it is pretty safe to count on raising them. For clean profit there is no other breed of fowls that will compare with them. They are becoming very popular and the poultryman who gets a start now will soon find it hard to supply the demand for breeding stock.

I have some very fine ones this year and can sell eggs from good laying strains at $2.00 per 11; $3.50 per 22; $5.00 per 33. I will sell eggs in 100 lots for $10.00. Stock, single birds, $3.00; pairs, $6.00; trios, $8.00; one male and four females, $12.00.

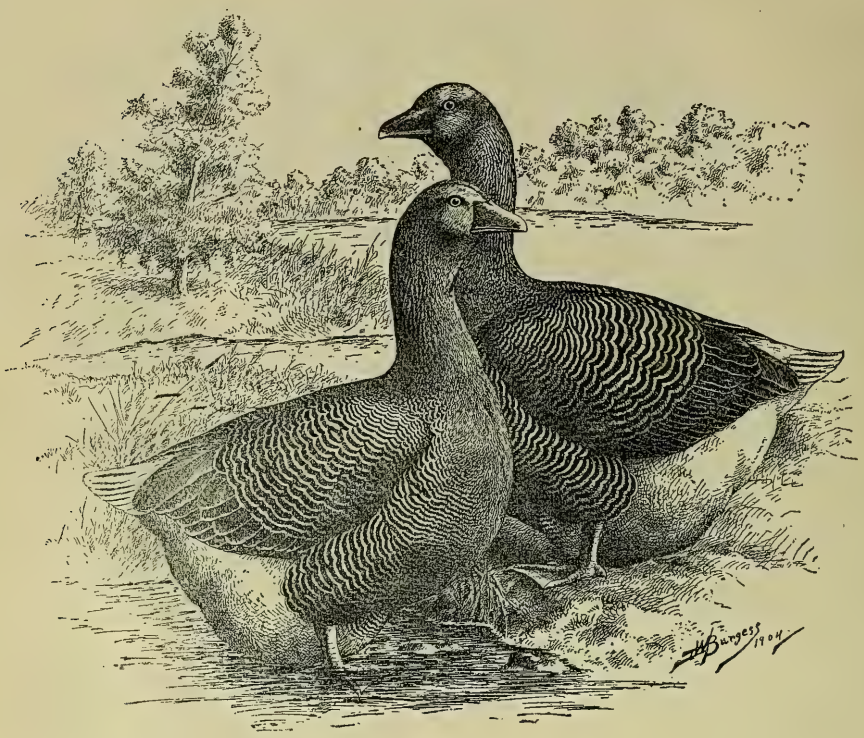


## Mammoth Imperial Pekin Ducks

**The Best Duck Raised.**

The Pekin variety, above all others, seems to meet the market want best. They are the most popular as well as the most profitable duck we have in this country. They are very large, creamy white, laying from 100 to 150 eggs each season. They are, as a rule, very easy to raise, mature quickly, and are the leading variety for market; do not require water except for drinking. Pekin ducks are, as a rule very healthy, not being subject to many of the diseases that poultry are heir to. The demand for Pekin was never so large as during the past year, thus proving their popularity, and that people realize that there is money in duck culture. I have taken great pains in selecting my breeders, and have been trying to improve them by increasing depth and of keel and forepart of bodies. My breeding birds are, as a whole, very deep bodied. This type of ducks will be the plumpest and most attractive when dressed. When mating breeding ducks in November and December, you will provide a drake for every five ducks; later in the season a drake may have six or seven ducks.

In conclusion, allow me to say that Pekin ducks finer than mine do not grow. Better than those I offer have not yet been produced. The blood of the Rankin and Hallock stock is in the veins of my Pekins. It is blue blood sure enough, for there is nothing better or purer. Single birds $3.00; pairs, $5.00; trios, $7.00; pen, one male and four females, $10.00. Eggs $1.50 per eleven; $3.00 per twenty-two; $4.50 per fifty; $8.00 per 100.

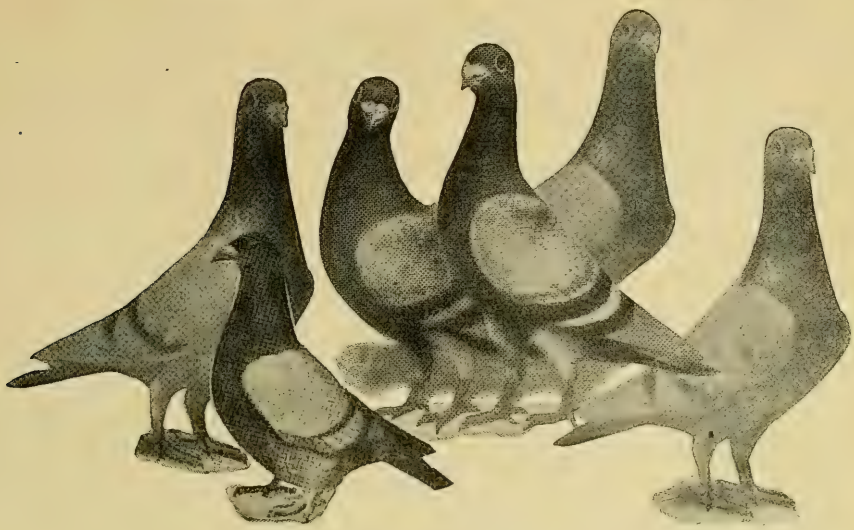


## Toulouse Geese

The Toulouse Geese are a purely English breed. Both male and female are very massive in proportion. The bill and feet are dark orange color, head, neck and back a dark gray, breast light gray, but descending lighter till beyond the legs to the tail they are pure white. The combination of color presents a very attractive appearance.

Both male and female are uniform in color, being alike to a feather. They live to a great old age, some have reported them living and doing well at the age of thirty years. Goose raising is very profitable, as they need no grain in the summer when they can have plenty of grass to feed on, and are small feeders in winter. Now, while the expense is so light to keep them and you can, on the other hand, pick their feathers four times in one season, making about two pounds of feathers from one goose, which is worth from $1.00 to $1.50, besides the young you can raise, makes them very profitable. We have a fine, large flock, and can furnish you with choice stock and eggs.

Eggs, per seven, $2.00; per fourteen, $3.50; twenty-one, $5.00. Single birds, $3.50; pairs, $7.00; trios, $9.00; pen, one male and four females, $15.00.



A Typical Group of My Squab Breeding Homers, Such as are Raised on the Crescent Poultry Farm.

# Rearing Squabs for Profit

## There is Big Money in Raising Squabs for Market. This Book Gives Full Instructions for Beginning the Business. Read and Learn How to Make Large Profits From a Small Investment.

The breeding of squabs for market is a comparatively new business in this country, but it has grown to large proportions and the demand for squabs is so great that the supply does not keep up with it.

## Squabs Take the Place of Game

In nearly every state, game birds are becoming so scarce that it has been found necessary to make laws prescribing that these birds shall not be hunted except for a few weeks at a stated time in the year and many birds are protected the year through. This is a wise provision of the law-makers and should be strictly enforced, because no one desires to see the destruction of quail, grouse, pheasant and other game birds, no matter how well the epicures of the cities like them for food.

The squab has come in to more than fill the place of the disappearing game birds. Its flesh is the most tender and delicately flavored of any meat food which can be found and once eaten, the appetite for its is fixed and the demand for it constant. This is why there is such a strong demand for squabs —the appetite for them is growing.

## What Are Squabs?

Squabs are young pigeons, which are sent to market just as soon as they are full grown, which is when they are about four weeks old. Some squabs get their full size in a little less than four weeks and some not till after they are two or three days older, but the average squab is ready for market at four weeks of age.

At this time the squab is heavier than it ever will be again, as the parents feed tneir young so much that they grow to be very fat and plump.

## Squab Breeding Requires but Small Space

One of the advantages of squab breeding is that it can be carried on in a very small space. Fifty pairs of squabs which will produce $100 worth of squabs in a year, may be kept in the back yard on a town lot and have plenty of room. A house ten feet square is large enough for fifty birds and a "fly" outside need only be 10x16 feet to give the birds all the room they need for exercise.

## Every Month Produces

A pair of pigeons breed once a month for ten months in the year. They raise two squabs at a time and in a flock of fifty pairs there will be squabs for sale every month in the year. In fact the squabs as they come to market age will be coming in every week and squab-raisers make it a rule to send squabs to market once a week.

When the squabs are four weeks old the parent birds force them out of the nest and after that pay but little attention to them. The young bird, which was so fat and plump when turned out to help itself, grows thin while it is learning to eat and its flesh solidifies and never after will it be as heavy as it was the day it was started out for itself. This characteristic of pigeons gives the squab-breeder a regular income every week in the year and he has his money distributed so he can use it when he needs it. The income from the pigeons pays expenses as soon as they are made and keeps the business on its feet all the time.

## Rearing Squabs

A vacant corner in a stable, or the loft of a stable, or an unused outhouse may be utilized for the breeding of squabs. I know of good flocks of squab-breeding pigeons which are kept in a loft of a stable with a fly wired in on the roof, so they do not occupy a foot of ground except what the stable stands on. In a southern city the landlord of a great hotel has a "pigeon-farm" on the flat roof of his hotel and there raises all the squabs he needs for his table and he uses a great many of the delicate birds.

## Pigeons Feed Themselves

The squab-raiser does not need to bother feeding his pigeons, as he would feed chickens. He puts feed and water in the house and the pigeons help

themselves. Many pigeon-breeders have a feed-hopper in the house and fill it as it becomes empty, paying no more attention to the feeding of the birds, but I do not recommend this plan. I have found that it is best to feed pigeons twice a day, but this takes only a few minutes.

Pigeons build their own nests, and feed their own young. Boxes are nailed to the sides of the house or regular nest boxes are built and tobacco stems or straw is put in the house. The pigeons will then build their own nests and feed their young without further help from the owner.

## How Pigeons Feed Their Young

Pigeons are rather curious in their habits. The parent birds take turns sitting. The hens sit from four in the afternoon until ten the next morning and the cocks sit during the time from ten until four. When the young are hatched, the parent birds both feed them. They eat the grain and partially digest it. It then becomes a thick milky fluid which is called pigeon's milk." The old bird opens its mouth and the young one puts its beak into the mouth of the parent. Then the old bird, by a peculiar jerking motion of the head and neck, "pumps" the pigeon's milk into the crop of the young one. When first hatched the young pigeon is but a little ball of down the size of the end of one's thumb, but the old birds feed them so faithfully that they grow amazingly and get to full size in four weeks, by which time another pair of young have been hatched for which the old birds must care.

## Two Nests for Each Pair

Because pigeons breed so rapidly and always have one pair to raise while they are hatching another pair, it is necessary to provide two nest boxes for each pair. These nest boxes are shown in the cut or in their place the boxes used for packing canned goods may be used, one of these boxes making two nests when divided by a partition. Orange and lemon boxes, having a partition already in them, make good pigeon nest boxes.

## The Kind of Feed

Pigeons are grain eaters and do not require green stuff or meat. They will eat a head of lettuce once in a while, but they should not be given this except occasionally when it serves as a variety. They are fed on cracked corn, red wheat, kaffir corn, millet seed and Canada peas, with a little hemp seed once a week. Those who live where they can get broken rice cheaply will find this is a good feed for pigeons.

## Plans for Houses

I give a plan for a cheap pigeon-house in connection with this. I have just published a book on pigeon-raising which gives all the details. This book is the most complete guide to pigeon-raising that has ever been published and will be sent to any one on receipt of 50c. I prepay postage to any place on earth.

## A Business for Anyone

I would say that the business may be carried on by any one from a boy of fifteen to an old man who has retired from the heavier work of life. Women and girls make good pigeon-breeders as there is no heavy or hard work connected with the business. In the great spuab-producing districts of New Jersey, almost every family raises squabs. Professional men, shop workers, retired farmers, boys and girls, women who must depend upon themselves, school teachers, clerks, physicians, lawyers, in fact people from every walk in life, have a squab-breeding plant in the back yard and sell their birds to the dealers who come around every week or ship them to Philadelphia or New York. One man past seventy-five years of age makes a fine living from squab-raising, using only two city lots. A job printer and his wife keep two thousand birds in the back yard of their home and make more money from the pigeons than they do from the printing business. The manager of the factory keeps a big flock of pigeons and makes them very profitable, taking care of the factory at the same time. And so it goes, squabs everywhere and thousands of dollars coming in every week from the products of the pigeon lofts.

## The Demand Becoming Universal

A few years ago the principal markets for squabs were found in the big cities of the east. Now the demand is growing everywhere. In Omaha, Kansas City, Minneapolis, St. Paul, Denver, and in hundreds of smaller towns, squabs are becoming a regular part of the food supply. One man in California has been obliged to increase his business until he now keeps 60,000 pigeons in his lofts and sells all his squabs as fast as he can produce them. A boy in Illinois began with a few pigeons and now keeps three thousand and has regular customers for every squab he can produce. Wherever a beginning is made in squab-raising a demand springs up and grows more rapidly than the supply, because there is nothing which entirely takes the place of squabs as a table delicacy.

## The Profits of the Business

The raising of squabs is a very profitable business. A pair of pigeons can be kept a year for a dollar or less. With good management a pair of pigeons will produce at least a dozen squabs in a year and some breeders get sixteen from a pair of breeding birds. Say the average is a dozen squabs to the pair of pigeons. These will sell for $3 to $6 a dozen according to the time of year, but we will say that they average $4 a dozen the year around. This leaves $3 clear profit on each pair of pigeons, after paying for the feed. Is there any other business in which as much money can be made for the same amount invested? Fifty pairs of pigeons will produce enough squabs in a year to pay for themselves and for the house they are kept in, and a pair of pigeons will keep right on breeding regularly for seven or eight years.

I know of an old man seventy-six years old who takes charge of 2,000 pigeons, feeding and caring for them and doing all the work except killing and picking them. He lives in a town and makes about $1,000 a year, although of advanced age.

I know a young lady employed in an office in a suburban town, who has a flock of Homers in the back yard from which she makes as much money

as she earns in the office. She feeds the birds herself and looks after the matings, hiring a boy to do the cleaning of the house and a woman to pick the birds she has selected for market, the boy helping by killing and packing. All this is done in a little back yard, where about a dozen chickens could be kept.

I know of a lady near a western city who has cleared more than $2,000 in four years keeping pigeons and selling squabs, all the time working in an office. She hires a man now and is on the road to a comfortable competence, just because she took a fancy to some pigeons and wanted something with which to piece out her income. She has no trouble selling all the squabs she can raise at $4 a dozen and if she would quit office work she could sell every one of her squabs for breeders at better prices than she gets for them for food.

## Beginning With Little Capital

Any one can begin the pigeon business with a few dollars capital if he is willing to start low down and grow up with the business. Of course where one has money to buy a good-sized stock at first it is best to start this way, but where only a small sum in money is available, the start must be on a small scale. This has some advantages, for the one who begins with a few birds and grows up with them will gradually pick up a trade which will grow with his business and in the end he will have experience and customers and be able to spread out on a large scale.

Say one begins with twenty-five pairs of pigeons and they can be kept in a cheap house or in a stable or outhouse. The fly will only cost a few dollars. It is made by setting posts eight feet high in the ground to enclose a space say ten by sixteen feet. These posts are then covered with ordinary two-inch mesh poultry netting making a pen with an eight-foot fence around it. The top is now covered with the same poultry netting and this makes a big cage. Such a fly is big enough for fifty pairs of birds.

The beginner now begins to raise squabs. All the largest and best are saved for future breeding and the small, undesirable ones, are sold in the market. These small ones will bring in enough money to pay for feed and the flock will increase in numbers very rapidly. I know of one flock of about three hundred pairs in the state of New York, which have bred in three years from an original investment of twenty pairs of breeding birds. Squabs begin breeding at about six months of age, so they increase very rapidly from year to year.

Even if only ten pairs are bought to begin with, a big flock can be raised from them in two or three years and the foundation of a big business built up. Many who have started out with the intention of raising squabs for market have found such a demand for pigeons for breeding stock that this has taken all their birds as fast as they came to breeding age. No business promises more for the man or woman who has saved a few dollars and wants to make these dollars grow rapidly.

Keokuk, Iowa, Aug. 9, 1909.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—Out of the last lot (35) Houdan eggs you sent me, I got a very fine hatch. I got four eggs broken and have 17 good strong chicks and 10 more that were smothered under the hens as it was the hottest day of the year, so I must give you credit for 27 chicks out of 31 eggs, a fine record. Many thanks for a square deal. Yours truly,

C. J. SPRING,
319 S. 12th St.

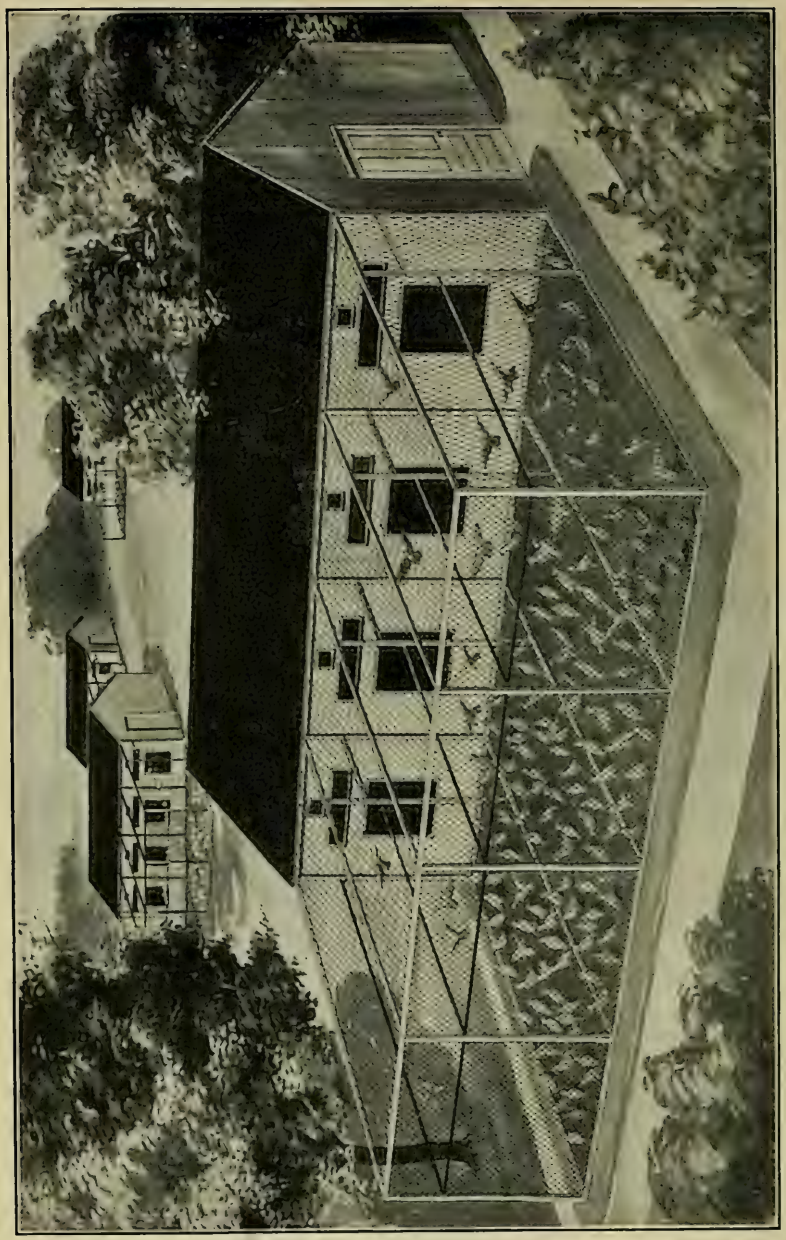
Birmingham, Ala., May 3, 1909.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—Just a postal to let you know of what success I had in last shipment of eggs received from you. Out of the 34 eggs I have taken off 34 of the finest and healthiest little fellows I ever saw. I guess that is hatching some. I certainly know where to buy eggs when in the market for some again. Thanking you very much, I am,

Very truly,

I. C. WAGGONER.



## Plans for Pigeon Houses

It is not necessary to build fancy houses for pigeons. The above illustration shows the style of a good cheap house, which can be built any length desired. The birds would do just as well in a house with a shed roof on but it does not look quite so well as a hip roof. Each room is 10x12 and it will hold 50 pairs and give them lots of room, some breeders only allow 8x10 feet for 50 pairs. Make the fly 8 feet high and 20 or 30 feet long covering top and bottom with 2-inch mesh poultry netting.

## My Breeding Stock

I only took up pigeons because so many of my customers asked me to tell them where to get birds to raise squabs. I did not feel like recommending birds of which I know nothing, so I concluded to begin raising pigeons myself and supply the demand which was made on me. My pigeons originated from Belgian stock but are not imported birds. I find that after birds are imported it takes a long time to get them acclimated and at work and many of them become weak. So I do not deal in imported pigeons at all. My stock is descended from the true Belgian Homers, but it is an American bred stock which has been selected for its vigor and good working qualities. My stock raises big, plump, light-colored squabs such as bring the highest price in the market.

Pigeons must be sold in pairs as they mate for life and remain true to each other as long as both live. I put them in light crates, so they will go by express to any part of the country in perfect safety. I send out only selected mated pairs which may be depended upon to produce plump and fat squabs such as will command the best prices. The one who buys pigeons of me and gives them proper attention may look forward to making a profit of from $2 to $3 a pair for seven or eight years after they are bought, as my stock is healthy and vigorous, ready to go to work, and they produce as many squabs in a year as any stock in this country.

Markings do not count in squab-breeding pigeons. What we want is vigor and stock which will produce the heaviest squabs. Color markings have nothing to do with this.

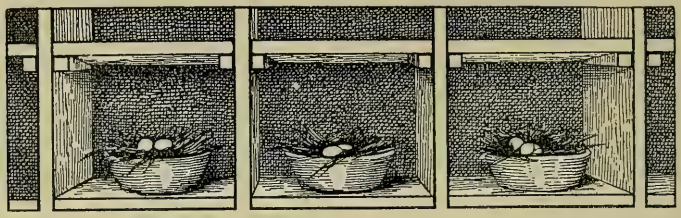
## PRICE LIST

### Mated Mammoth Homers and Special Large Matings Mammoth Homers

| Mated Mammoth Homers | | Special Large Matings Mammoth Homers | |
|---|---|---|---|
| SINGLE PAIR | $ 2.00 | SINGLE PAIR | $ 2.25 |
| THREE PAIR | 5.00 | THREE PAIR | 6.00 |
| FIVE PAIR | 7.50 | FIVE PAIR | 8.50 |
| TEN PAIR | 15.00 | TEN PAIR | 16.50 |
| TWENTY-FIVE PAIR | 35.75 | TWENTY-FIVE PAIR | 40.00 |
| FIFTY PAIR | 66.00 | FIFTY PAIR | 75.00 |
| ONE HUNDRED PAIR | 126.50 | ONE HUNDRED PAIR | 140.00 |

In order to supply my trade to the best advantage I find it necessary to divide my mammoth homers into two classes.

The one to include my **GENERAL MATINGS** and the other made up of my **EXTRA LARGE MATINGS,** carefully selected for their size and shape from my entire plant. The birds in either class are made up of superior specimens as I am especially exacting in this matter and allow no birds to find their way into my breeding pens that I cannot recommend in every way. The **EXTRA LARGE MATINGS** on the theory that "like produces like" may be depended upon to produce heavier and finer squabs—the kind that bring more money in the market because they weigh more to the dozen —hence I charge more for them. They consume more of my time in their selection and perfection and they bring their owners more money in the same given time by the extra value of the squabs so they are worth more money as producers. I find the time I spend around my pigeon loft the most interesting hours devoted to my business. The development, feeding and growth of the young and the training, care and selection of the full grown birds are all enjoyable because they provide a means for that phase of character in each of us that finds expression in wanting to be doing something—especially when the increased revenue to be thus obtained makes the effort so well worth while.



The above illustration shows style of a home made nest box. Bowls are shown but should not be used. Nests are 12 inches square. By making the nests with a removable four-inch cleat in front so they can be easily cleaned out, you have one of the cheapest and best nests that can be had for your pigeon loft.

## Pigeon Supplies

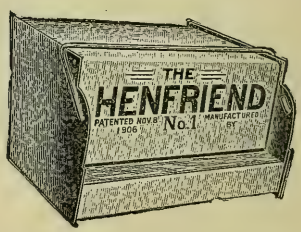
I could use several pages in illustrating the different supplies and appliances that might be used around pigeon lofts, yet the most of them are worthless, not practical, but a needless expense, and would be used only a short time and then thrown away.

Nappies, or nest bowls, I do not advise for use. They are nice to look at in pictures, but I find the pigeons won't build in them if they can get anything else to use. The greatest disadvantage in using the nest bowl is this, a great many squabs are lost by crawling out over the top of them and being unable to get back thus chill to death. Another great loss is sustained by eggs being rolled or thrown out and broken by the pigeons when shifting or moving about in them. The losses in this respect are great. I gave them a trial but soon discarded them; then went to looking around to see if other large pigeon breeders used them, and found they had nearly all discarded them.

The nests that I have described in my pigeon book, also in cut shown on this page, you can make yourself at a very little expense to you. You will find them in the end a great deal better and more profitable than the nest bowls.

Drinking fountains are pracical and all right, and should be used. Liquid disinfectants such as Lice Killer are good, and should be used around every loft. About all you need except these I have mentioned are the utensils that are ordinarily used around the farm for taking care of poultry.

## Drinking Fountains




There are a variety of drinking fountains on the market. I have picked out the best and can furnish you style like cut. They are handmade, of the very best quality of galvanized iron, and are so constructed that they are very easily cleaned, and not damaged by freezing. Price, half gallon, 40c.; gallon, 50c.; two gallon, 65c.

Foy's Lice Killer or Liquid Disinfectant for pigeon lofts. One of the very best made and guaranteed to keep the lofts free from lice and parasites for three months after its use. It should be applied with a brush for best results. Price, 75c per gallon.

# Roup—The Worst Poultry Disease

Roup is the worst disease that poultry can be afflicted with, and one of the worst things about it is that any flock is likely to be attacked with it, as it does not depend on exposure to other fowls afflicted with the disease, or infection that comes by way of the air. It is likely to follow exposure to drafts, cold rains or colds that come from any other cause. Colds or sneezing in the flock should not be neglected a day. Colds may be followed by any of the several various forms of roup. Roup may assume a catarrhal form and result in closing the nostrils or a swelling near one or both eyes, which often becomes as large as a hickory-nut, and in the end causes death or results in permanent deformity. It may become like diphtheria and cause cankers in the mouth and throat, or it may go deeper and destroy the lung tissue and result in certain death.

Roup may be known by the offensive smell it gives out, when it is in the form of catarrh or diphtheria, or by the swelling of the head. After it once finds a victim in a flock, the whole flock may soon become infected, as a cold which has been changed into roup is highly infectious. So far, only one certain remedy has been found. This remedy is

**Frank Foy's Roup Cure.**

This will cure roup in all its forms and prevent it if used in the flock occasionally. It contains nothing of a poisonous nature and is a strong tonic, building up the system and making the blood rich and pure, giving the fowl strength to throw off the disease. Frank Foy's Roup Cure is the best disinfectant that can be used. A solution of it will kill foul odors and make the air of a sick room pure and sweet. For this reason it cures roup, because its use kills all disease germs at once and stays the progress of the disease.

A 50-cent package makes twenty-five or thirty gallons of medicine, and it is the cheapest and most effective cure for this very common disease that has ever been used. Give it to the hens whenever they show the least sign of a cold and it will prevent roup from appearing. Give it once or twice a week in the drinking water, and it will prevent roup and other germ diseases. Full directions on every package. The price is 50 cents and $1.00 per bottle, postpaid. For ten cents extra I will register the package and there will be no possible danger of loss. Do not fail to keep a bottle of this on hand to use at the first sign of danger.

Seneca Falls (R. No. 3), N. Y., April 29, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Your Roup Cure is king of Roup Cures. I would not be without it. I find it just as recommended, and I say three cheers for Frank Foy's Roup Cure, which is O. K. Very truly,

MRS. CARRIE B. TALLMAN.

Portland, N. D., March 24, 1909.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—The pigeons we bought of you are elegant birds. They are hatching and rearing squabs all the time and have been all winter. No one makes a mistake in buying birds from you. Respectfully,

EARL FLADELAND.

Houston, Texas, Feb. 25, 1909.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—I have to-day recived the five pair of pigeons wnich you sent me and am well pleased with them. I wish to thank you for your promptness in filling this order.

Yours truly,

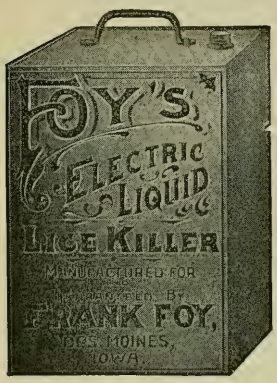
A. H. GORDON.

## To Druggists and Dealers

Frank Foy's Roup Cure is a steady seller and gives perfect satisfaction. I make a liberal trade discount to those who desire to keep it in stock and will be glad to hear from any one who deals in poultry supplies and remedies.

## Frank Foy's Electric Lice Killer

It is safe to say that many failures in the poultry business are caused by lice alone. Now if you will follow my plan, you will have no trouble whatever to effectually rid your fowls and place of lice, mites, and all insect pests. Best results are obtained by using both Electric Lice Killer and Insect Powder. If the roosts and dropping boards are painted two or three times a year with Foy's Electric Liquid Lice Killer I will guarantee no lice, mites, bedbugs and other insects staying on the surface you have painted.




First clean your hen houses by painting roosts, nest boxes or any wood-work fowls stand or sit on. If you desire to kill the lice on fowls by fumigation, it can be done by making a box with a false bottom consisting of narrow strips that will keep the birds out of the lice killer in the bottom at the same time letting the fumes come up from below after painting the bottom of the box and putting a false bottom in to keep them off of the liquid. It will take 10 to 20 minutes to kill all the lice, it will depend on how warm the weather is at the time. Cover the top of the box with a blanket and look at them occasionally to see that the fumes are not getting too strong. In a few minutes lice will crawl out on the ends of the feathers and die. Some prefer to use this method, others dust their fowls with Insect Powder and use the Lice Killer to keep the house free from lice. I can not recommend this lice killer too highly when used for the extermination of all insects and mites of every kind. It kills with a certainty that makes its work unfailing. It not only kills the living insects, but it is certain death to all the insect eggs which come within its action. If roosts and dropping boards are painted three times a year with this lice killer there will be no further trouble with lice and mites of any kind. Full directons will be found on every can. Sold in gallon and one half gallon cans. I recommend the purchase of gallon cans, as the express charges will be no lighter than on a half gallon. Half gallon cans 50c.; gallon cans 75 c.; five gallon cans $3.00; fifty gallon barrels $12.50.

Lovelady, Texas, April 3, 1909.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—Out of the sitting of Hamburg eggs I got ten strong chicks, and am well pleased with them. The Wyandottes I got of you have more than paid for themselves already. I would not take anything for either of them. I shall place another order with you soon. Very truly,

P. H. LEAVERTON.

Louisville, Ky., April 5, 1909.

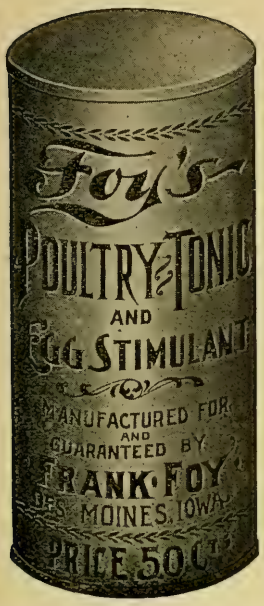
Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—I want to acknowledge receipt of the basket containing 203 eggs for incubator, and to congratulate you on the good condition in which they arrived, only three being broken. Thanking you for the attention you gave this matter,

Yours very truly,

AUGUSTA C. HONE.

## Foy's Poultry Tonic and Egg Stimulant




I have personally experimented for years to produce a perfect poultry tonic, one that would stimulate egg production and keep the fowls in good condition, and have succeeded in producing one that will be found invaluable to every poultry-raiser. Combining, as it does, these sterling qualities, it is designed to keep fowls in good, healthy condition when combined with other foods, and acts as a mild tonic, keep fowls healthy. It is flesh forming and stimulates egg production, improves digestion, creates red combs; in fact fowls soon take on new life and vigor.

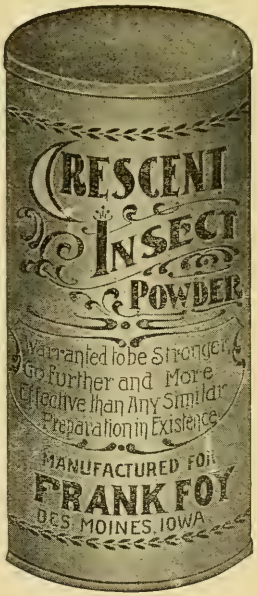
This tonic is very valuable for molting hens or any fowls that do not appear to be doing well and need something to tone up the system.

It not only keeps the fowls in good condition but will increase the egg yield to a remarkable extent, if used according to directions.

This preparation is composed of pure drugs—no bulky filler being used. Price reduced to 25 cents; postage 6 cents.

## Crescent Insect Powder

**For Killing Lice on Poultry, Animals and Plants.**




Live chicks and matured fowls, equally as good for any kind of live stock or plants. It will kill lice, not drive them away or put them to sleep for a few hours, BUT KILL them so they will stay dead. This remedy is in a powdered form and can be applied or dusted on the fowls, chicks, nests, or other places where vermin have collected. FOY'S INSECT POWDER is made very strong but harmless to young chicks or any animal life, but sure DEATH to all kinds of poultry vermin. When using Crescent Insect Powder don't forget to paint your roosts with Electric Lice Killer. If roosts are painted with it two or three times a year you will never be bothered with mites, lice or other insects in your hen house where you paint it. It is useless to kill the lice on the fowls without first cleaning them out of the hens houses. Crescent Insect Powder kills lice as quick on animals and plants as it will on poultry.

Twenty-one ounce package, 25 cents, by mail, 21 cents extra; 60 ounces, 60 cents; if by mail add one cent per ounce; registered mail 10 cents extra. Special price to dealers in case lots. Case contains 24 twenty-ounce packages.

## Crushed Oyster Shells

We handle a very superior grade of oyster shells ground to the right size, which expert poultrymen agree to be the right size. It is needless for us to dwell upon the value of crushed oyster shell for poultry, as nearly everyone knows they are very valuable as an egg shell maker and to promote the general health of the fowls. 100 pound sack, 75 cents.

## Fowl Cholera—Poultry Plague

This dreadful disease sometimes breaks out very unexpecedly and creates havoc by sweeping off whole flocks. It more paricularly affects chickens and turkeys; ducks and geese not seeming to be so liable to it. It is a disease that acts quickly, the victim dying within a few days, and often within a few hours. The most prominent symptoms are diarrhea, the droppings being of a sulphur yellow color or having a yellowish green tinge. When this disease makes its appearance no delay should be allowed, as it is one of the most contagious disease known to poultrymen.

If your fowls show the thin, yellowish or greenish droppings, have pale combs which soon become dark, droop their wings, exhibit great thirst, or show any of these symptoms, do not delay giving Foy's Cholera Cure, which will arrest the disease and cure the ones afflicted with it.

Put up in 50 cent and $1.00 boxes, by mail; registered for 10 cents extra.

## Bowel Trouble in Little Chicks

It has been attributed to overheating, chilling, piling up in the brooder, and often starts without any noticeable cause. There is no better remedy than Foy's Cholera Cure, after the disease appears. The best way to treat this disease is to begin before it appears. Use Foy's Cholera Cure occasionally and the disease will not appear, unless the chicks are neglected in some way and allowed to become too warm or too cold in the brooder.

## Cholera

To Druggists and Dealers.

I make a very liberal trade discount to all who keep poultry supplies and remedies and who desire to handle my poultry remedies. Write for terms. My remedies are steady sellers as they give perfect satisfaction and become staples in every locality where they are introduced.

## Care of Young Chicks

This is a problem that I have given much thought and careful study. Do not commence to feed chicks until they are about thirty-six hours old, then do not feed them sloppy food; follow nature and give them dry food. Have you ever noticed how much healthier chicks are that make their living in the fields hunting grain, worms, bugs and insects of all descriptions? Now, to be successful in raising chicks in large numbers, we must follow nature as near as possible. FOY'S PERFECT CHICK FOOD contains all these natural elements and in their proper proportions. This food can be depended upon to feed incubator chicks or chicks hatched by the natural method.

## Foy's Perfect Chick Food

This food is prepared strictly according to modern and scientific methods after years of careful experimenting and exhaustive study. It is a complete balanced ration for young and growing chicks. It is a natural food, put up in just the right proportions to furnish nutriments necessary for health, growth and development. It is without question one of the best balanced and proportioned rations that we have ever fed. It reduces the mortality to a minimum, saving many times its cost, and frequently the best in the flock. If your young chicks are left to roam at will they will pick up a large number of seeds, worms and bugs. This is the natural animal food of the chicks. When we raise chicks in large numbers we must furnish a perfect substitute for this food if we expect success. After years of careful study, experimenting and practice, I believe we are offering for sale the most natural chick food in the market today.

Fifty pound sacks, $1.50; 100 pound sacks, $2.50.

Pueblo, Colo., July 3, 1909.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—The cock arrived O. K. and am well pleased with the bird. He is thoroughly at home and healthy. You will hear from me in the near future with a further order.

Yours truly,
J. W. RIGHTER.

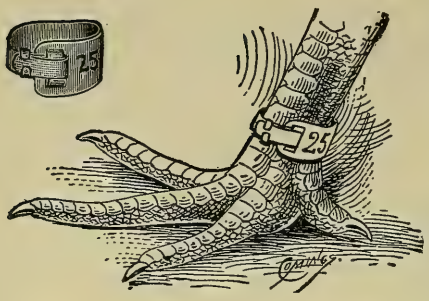
Tallmadge, Ohio, April 15, 1909.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—I am just writing to tell you of the fine work the incubator I bought of you is doing. Out of 150 eggs I got 130 chicks. I think that pretty good for one who never ran an insubator before. Yours truly,
PERRY ZELNAR.

PLEASE NOTE: In sending in twenty-five cent orders, if it is not convenient to send a 25 cent piece (well wrapped) one cent stamps are preferred to stamps of other denominations.

## Improved Champion Leg Band




Leg Bands may all look alike, but there is a vast difference in the material they are made of. I use nothing but the very best grade aluminum, which will not tarnish, rust, or break. My price on Leg Bands may be just a trifle higher than some sell for. I will not sell an inferior band or use one at any price.

Held by double lock, it is impossible for them to lose off. Made of aluminum in two sizes, large size for Asiatic class and turkeys, small size for Plymouth Rocks and all small breeds. Price, postpaid, 25 for 30c, 50 for 50c, 100 for 75c.

**DIRECTIONS.**

Bend broad part of the band on your finger to conform to shape of fowl's leg. Put small end through loop—draw through until it fits loosely on the leg, turn the end back, then bend the two legs over the loose end as shown in the cut. Cut off the surplus with shears.

## Leg Bands for Pigeons

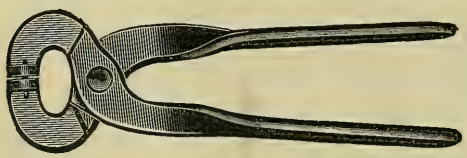
I keep a large stock of hand-made Aluminum Leg Bands with "V" joint, and heavy enough so they will never lose off the birds when properly put on. Edges are well rounded so they will not chafe the legs.

The bands I sell are all numbered. I can furnish un-numbered bands if any one desires them, but the price is the same as the numbered bands.

Price: 25 for 30c; 50 for 50c; 100 for 80c.

## Crescent Poultry Markers

The Crescent Poultry Punch is an up-to-date first-class tool, makes a clean cut without mutilating the web. This punch is made expressly for me, and I gaurantee them to give satisfaction. It is the kind I use on the Crescent Poultry Farm.



Price, 25 cents each, postpaid.

**ROUP TESTIMONIAL**

Hiwasse, Ark., April 19, 1909.
Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—The Roup Cure I ordered of you came all O. K. and I find it all right. I had two birds that you would call severe cases. They could hardly hold their heads up. We gave one two doses, the other three, and it cured them.

Very truly,
JOSEPH EVANS.

## The "Triumph" Caponizing Set

There is no doubt in the minds of up-to-date poultrymen as to the advantages of caponizing. Caponizing does away with the troublesome cockerel, and transforms him into a tranquil, majestic fowl moving at leisure about the yard and only growing fatter and heavier every day. The operation is very simple, and with a "Triumph Caponizing Set" any boy 12 years of age can perform it with safety and thoroughness. A few years ago caponizing was scarcely practiced in the United States at all. Now it has assumed gigantic proportions, and is growing with a rapidity that surpasses the most sanguine conjectures of its friends. Capons, as anyone knows, sells on the market as a rule from three to five cents per pound higher than any other chickens. The demand for capons is always good, is steadily growing, and at this time a better market is assured the producer in this field than any other. Now is the time to get into the caponizing business, and the first thing to start right is to buy a "Triumph Caponizing Set." The problem of "slips" and the per cent lost in the operation have ever been the points of difficulty, and the elements that have cut an important figure in the profits to the producer. This difficulty has been overcome by the manufacturers of the "Triumph," and our customers can make no mistake by buying one of these sets.

These instruments are made of the best tool steel and are all nickel-plated. Book of instructions is sent free with each set. These Triumph Caponizing Instruments give our customers splendid satisfaction.

Prices:—

| | |
|---|---|
| Set in plush-lined, cloth-covered case | $3.00 |
| Set in polished hardwood box | 2.75 |
| Set in Japanned wood box | 2.50 |

We pay transportation charges within the United States.

PLEASE NOTE: In sending in twenty-five cent orders, if it is not convenient to send a 25 cent piece (well wrapped) one cent stamps are preferred to stamps of other denominations.

# POPULAR BOOKS

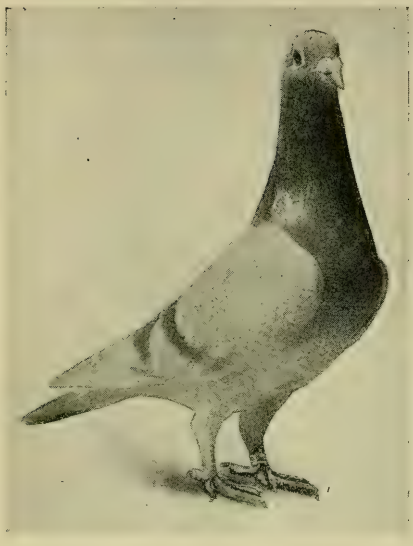
FOR

## Poultrymen and Pigeon Fanciers

## A NEW PIGEON BOOK

How to Mate and Care for Pigeons, and Especially those which are kept for raising Squabs for market

**ALL ABOUT PIGEON BREEDING**



I have just published the most complete book for Pigeon Breeders ever put upon the market. It begins at the beginning and gives every detail of mating, feeding, breeding and caring for pigeons, raising, dressing, and marketing squabs. No detail is neglected. It gives plans for squab-breeding houses, flies, feeding arrangements and other details of importance; tells how to care for well pigeons and keep them well; how to doctor sick birds and make them well.

It tells how to mate pigeons, how to dress and market squabs, how to find a market and how to keep it. This book has been so written as to make it possible for the beginner to start without knowledge of the business and make a success of it. The experience of years is written down in this book in plain language and specific terms.

**Fully illustrated, nicely printed on best quality enameled paper, elegant gold covers. ONLY 50 CENTS A COPY, POSTPAID TO ANY PLACE ON EARTH.**

**Address all orders to**

**FRANK FOY, Publisher**
**DES MOINES, IOWA**

# COUPON WORTH 25 CENTS

If you desire to make your poultry profitable, and stand in need of the most practical information, you would appreciate a year's subscription to

## Western Poultry Journal

a practical illustrated mouthly, 32 to 80 pages, brimful of just the information needed in your every-day poultry culture.

### It's Worth Dollars Per Year to You.

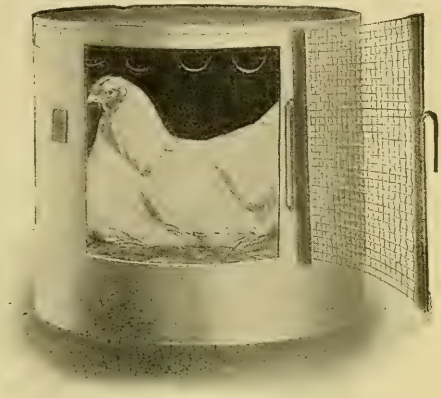
but if you will send this coupon and only 25 cents, one cent stamps or coin, just half price, we will send it to you for twelve months. Send to-day and begin with with the splendid issue for this month.

Address FRANK FOY, DES MOINES, IOWA.

### PRACTICAL NON-FREEZING DRINKING FOUNTAINS.

This drinking fountain is something every poultry raiser should have, especially during the winter months. It is made of galvanized steel and holds three gallons. It is soldered on the inside and double seamed. The heater contains a small lamp that is perfectly safe which keeps the water from freezing and burns but very little oil. This fountain also has wattle protectors which prevents the wattles of the fowls getting wet and freezing while drinking. It is also a great protection to the young fowls, keeping them from getting into the water and drowning.

Fountain with heater and lamp complete...$2.25

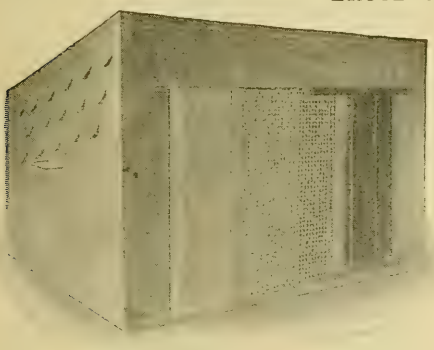


### METAL NESTS CAN BE USED AS TRAP NESTS.

One to four nests, $1.00 each; trap attachment 25c extra; one-half dozen nests, 80c each; one dozen nests or more, $9.00 per dozen. Always add 25c each if the trap nest attachment is desired. This nest is mite proof, is sanitary and durable. It is lice and mite proof and the screen door prevents rats from getting the brood when hatching or other hens from crowding on the nest.

This is a practical trap nest; there is nothing better.

### BROOD COOP.



Metal Brood Coops have become quite a noted accessory to the successful raising of poultry. They are lighter and more sanitary than wooden coops, do not harbor lice and infectious diseases like the latter, can be scalded or burned out with a little paper or straw and thus be made perfectly sanitary again in a few minutes. Rats, minks and weasels do not gnaw through them, consequently they are absolutely vermin proof.

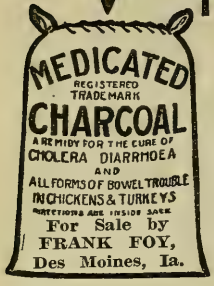
Our Sanitary Brood Coops are made of heavy galvanized iron in the knocked-down form, are easily put together, and when the breeding season is over can as easily be taken apart and stored away in a small place.

The coop is fitted with two perforated sliding doors and a solid hinged door. The perforated sliding doors can be set so chicks can run in and out and hen locked in, and at night be closed so rats and minks can't get to the chicks, yet give the chicks plenty of fresh air. The solid door can be raised up altogether to let in the sun, or set so as to act as a hood in case of rainy weather, or left down entirely in case of cold weather.

Price single, each.....$1.75
Price half dozen, each..... 1.65
Per dozen coops..... .....19.00

# SAVE THE CHICKS

# MEDICATED Registered Trade Mark. CHARCOAL




Is a scientifically prepared remedy, a **GUARANTEE** and positive cure for all forms of Bowel Complaint and Cholera in chickens and turkeys.

**POSITIVELY CHECKS BOWEL TROUBLE IN LITTLE CHICKS WITHIN 5 HOURS TIME**

We guarantee it to cure the most aggravated cases of Diarrhoea and Cholera in fowls in less than twenty-four hours time. It is unquestionably the greatest bowel regulator known to poultrydom. Used on the largest poultry plants throughout the United States. Trial bag of 10 lbs., $1.00; 25 lbs., $2 25; 50 lbs., $4.00. Guaranteed under Government Pure Food Laws. Medicated Charcoal is the only remedy ever discovered for the cure of dysentry, cholera and "**WHITE DIARRHŒA**" in little chicks; it stops "balling up" about the vent by removing the cause. A trial bag will convince you of the merits of this remedy and at the same time **SAVE YOUR CHICKS.**

Geo. N. Varner.

Waynoke, Okla., May 7, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—I neglected to acknowledge receipt of the incubator that I bought of you early this spring—rush of work the cause; and then I wanted to see how it would hatch. It has proven to be a splendid hatcher, and I am well pleased in every way.

Very truly,
GEO. N. VARNER.

J. Hazard.

Kansas City, Kan., Aug. 29, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—I thought I would write you and let you know how the incubator hatched I bought of you. I put in 121 eggs, of which 105 proved to be fertile, and hatched 92 strong and healthy chickens and two deformed ones. I am well pleased with the machine and believe it will hatch every egg that a hen can. Very truly,

J. HAZARD,
1743 Cleveland Ave.

Mechanicsville, Ia.,
Aug. 24, 1908.

Mr. Frank Foy,
Des Moines, Iowa.

Dear Sir:—I am so well pleased with the chicks hatched from the eggs purchased of you last spring. Out of fifteen White Wyandotte eggs I hatched fourteen chickens, and out of fifteen White Rock eggs got nine chickens. They all look well and show that they are from good stock.

Very truly,
ANNA HUBLER.

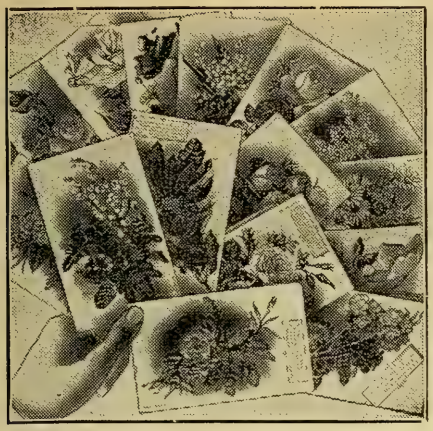
---

Ventura, Cal., March 31, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—The Barred Rock cockerels arrived in good condition. They are fine. Think they will make a good cross with my hens, as they are also good.

Very truly,
MRS. M. FLANAGAN.



# POST CARDS

**Are a source of delight that you will want to provide.**

They are increasing in favor every day—are used to ask for catalogues, short messages to friends, birthday showers, etc., and I have been asked so many times where a bargain collection can be found, that I have given some thought to the matter with the result that from those offered me I have made a beautiful selection of ten flower designs, each on full gold background, in natural colors, each with an appropriate verse known as "**BEAUTIES OF FRIENDSHIP**" collection. I never saw a more beautiful set, and for the purpose of introducing a very popular poultry and farm paper containing from 24 to 40 big pages of interesting reading matter twice a month, I found a publisher willing to send any reader of this catalogue six full months subscription—12 big numbers—and the full set of ten elegant post cards, all for 25c. I offer them to you just as they were ofiered to me. I know they will highly delight you and if you want thëm, just send me 25c. wrapped in pasteboard and I will turn it over to the publisher.

**Address:**

**FRANK FOY, - - - - - Des Moines, Iowa**

PLEASE NOTE: In sending in twenty-five cent orders, if it is not convenient to send a 25 cent piece (well wrapped) one cent stamps are preferred to stamps of other denominations.

# "Practical Poultry Keeper"

Everyone who reads my catalogue is interested in poultry for the money that can be made in the business Anything therefore that assists in this result is worth having.

I have found a book that gives practical good advice on raising, feeding and mating. Gives plans for poultry houses, and hundreds of other pictures. Anyone can succeed by following its advice because it tells everything you want to know. It is paper binding, so it can be sent through the mails easily, and so it can be sold within reach of all. I have the privilege of selling it, together with 6 month's subscription to the Register and Farmer—12 big numbers—one of the most popular poultry and farm papers, at the special price of 25c. This is just what it costs me. I will order it for you for the same money. You will find the advice you receive worth many timesthe outlay with the right kind of stock and a reliable guide to go by—one cannot fail to make money. This book will help you to make a success and I consider myself especially fortunate in being able to offer it to you for this price. You can send the 25 cents wrapped in pasteboard.

**Address FRANK FOY, - - - Des Moines, Iowa**

# To Make Poultry Pay

**8767**

Requires experience or the knowledge of others who have made a success. No better way to obtain this can be found than by reading a good practical poultry paper; at least that is my opinion, and I have been connected with poultry affairs for over twenty-five years. Very often I have been asked "Where can I get hold of a good poultry paper?" To this I answer that there are several, but just on account of these inquiries I have made special arrangements with one of the best journals in the country—**THE INLAND POULTRY JOURNAL**—whereby I can furnish you the paper for **Half Price, Twelve Large Numbers,** 48 to 100 pages, and beautifully illustrated with the finest specimens of poultry of all kinds in America. It is published the 15th of the month and the regular price is 50 cents a year, but by returning this coupon to

**FRANK FOY, Des Moines, Iowa,**

and **TWENTY-FIVE CENTS, it will be Mailed to you Each Month for One Full Year, and Begin Immediately.**

Now I have done this for you, and guarantee it to be the biggest bargain in a paper that has ever been offered.

☞Be sure to address me as above.

Manville, Ill.,
Apr. 25, 1908.

Mr. Frank Foy,
Des Moines, Ia.

Dear Sir:—Will write you in regard to the incubator purchased from you a short time ago. In the first place we had no experience with one and in fact, had never examined one before we set this one up. We filled it with Barred Rock eggs and the hatch came off three days ago with 215 healthy chicks. I think this was a fine hatch and if you have other customers who have had better luck, I would like to hear from them. I am going to have it printed in the local papers and give the name of the machine. We are certainly satisfied in every respect. I remain,

Very truly,

A. J. ZEIGLER.

PLEASE NOTE: In sending in twenty-five cent orders, if it is not convenient to send a 25 cent piece (well wrapped) one cent stamps are preferred to stamps of other denominations.

Hurley, S. D., July 17, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—We have taken off five hatches from your machines this year. Four of chicks and one of ducks and it has given entire satisfaction, and can say that if anyone goes according to directions they can do as well as we have. I will send you a photo of a hatch from the 120 egg machine.

Yours truly,
G. M. WORMWOOD.

---

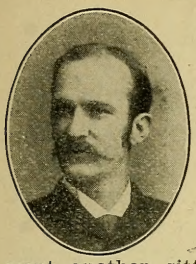
Simpson, La., April 7, 1908.

Mr. Frank Foy, Des Moines, Iowa.

Dear Sir:—I received my eggs on the 4th in fine shape, not a one broken. I appreciate your honest treatment. Assuring you my future business, I beg to remain, Yours truly,

J. A. HARVILLE.

### DISTANCE CUTS NO FIGURE. NINE CHICKS FROM A SITTING.



New Orleans, La.,
Oct. 20, 1908.

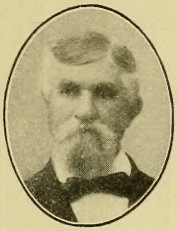
Mr. F. Foy, Prop.,
Crescent Poultry Farm,
Des Moines, Ia.

Dear Sir: — Nine strong, healthy chicks from the sitting of eggs, after their long journey, is doing well enough. They are one week old and doing nicely. May want another sitting shortly.

Respectfully,

BEN L. ANDERSON.
11th Prect., Levee Head, Canal St.

### "WONDER AND ADMIRATION OF THE WHOLE STREET."



Rochester, N. Y.,
Dec. 22, 1908.

Mr. Frank Foy,
Des Moines, Ia.

Dear Sir:—My Black Langshans arrived am very much please safe and sound. I am very much pleased with them. I think they are very fine; they are the only pair of that variety in the city of Rochester. They are the wonder and admiration of the whole street. Hoping that I may have good luck with them, I remain,

Your friend,

J. E. CATTON,
340 Cottage.

### JUST THE SHADE OF BUFF AND KIND OF BIRD I WANTED—CAN NOT BE BEAT.

Fort Wayne, Ind.,
Dec. 11, 1908.

Mr. Frank Foy,
Prop.,
Crescent Poultry Farm.

Dear Sir: — Rec'd the Buff O. cockerel O. K. yesterday morning. He is certainly a beauty. I am more than pleased. He is just the shade and kind a bird I wanted. He cannot be beat. His shape and carriage is perfect.

Thanking you for the kind and personal attention given me, I beg to remain,

Yours truly,

H. R. GUNDER.

### "THE FINEST BIRD IN NORTH CAROLINA."

Jan. 11, 1909.

With thanks we acknowledge receipt of the S. L. W. cockerel. He shows the marks of splendid breeding. I believe he is the finest bird in N. C. We have named him "Foy." Thanking you for your promptness and good selection, I remain,

Very truly,
M. H. COLE,
Needmore, N. C.

### "A WELL PLEASED CUSTOMER."

Prescott, Ariz.,
Oct. 29, 1908.

Mr. Frank Foy,
Des Moines, Ia.

Dear Sir:—I rec'd my chickens all O. K. and I think they are fine birds.

Thanks very much for them.

Yours truly,
MRS W. T. HALL,
322 So. Granite St.

### "MORE DELIGHTED EACH TIME I LOOK AT THEM."

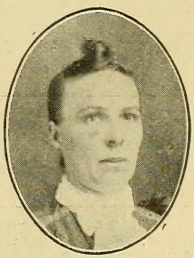
Cherryvale, Kan.,
Jan. 3, 1909.

Frank Foy,
Des Moines, Ia.

Dear Sir:—I rec'd the pen of Black Minorcas Saturday in first class shape. Will say I am more than pleased with them, in fact I am more delighted each time I look at them. Am returning crate just as it was received.

Very truly yours,
MRS. S. DACKERT.

### EGGS PROVE UNUSUALLY FERTILE.



King City, Mo.,
Sept. 14, 1908.

Mr. Frank Foy,
Des Moines, Ia.

Dear Sir:—We received the eggs in good condition. They proved unusually fertile, 18 chicks out of 22 eggs. They are fine and healthy and doing well.

Yours for more business,
LENA ANISER.

*Des Moines, Iowa,* ..... *19*.....

Date of this order.

# ORDER SHEET

**To FRANK FOY, Proprietor Crescent Poultry Farm,**

**Breeder and Importer of Thoroughbred and Fancy Poultry, Des Moines,**

*Please Ship by*.....*Express Co.*

Name of Express Company at your station. also name of Railroad if small place.

*Name*.....

*Post Office*.....

*County*.....

*State*.....

*Express*.....

Name of Express Office, if different from Post Office.

**AMOUNT ENCLOSED**

**Postal Order $**.....

**Express Order**.....

**Draft**.....

**Cash**.....

**Total**.....

| Names of Varieties | Cock | Cockerel | Hen | Pullet | No. Eggs | Amount | |
|---|---|---|---|---|---|---|---|
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |

When ordering either fows or eggs, if you have a second choice, please name it in your order. Sometimes we are unable to supply your wants in some varieties, so that if a second choice were made we might favor you with a prompt shipment; otherwise we would be gbliged to disappoin you by returning your money.

## QUESTIONS AND ANSWERS

Q. What is line breeding?

A. Line breeding is breeding in one line, or within one family. Every fowl has in it the possibility of reproducing itself or any of its ancestors, near or remote. This quality of reproducing the characteristics of a remote ancestor is called "harking back" or "reversion." This means that a bird of this year's hatch may resemble its parent, grandparent or some more remote ancestor. If we were to breed by crossing the birds of different families it follows that we would never know just what we were going to get in the way of chicks. Some might be good and others might be very poor culls. It has been found that to cross even two strains of line-bred fowls is to often bring out the bad qualities of both families, as shown in some remote ancestor. This is because no two breeders ever take exactly the same course of selection. For this reason it has been found best for a line breeder to confine himself to his own line. Line breeding is in-breeding. We are told this leads to deterioration, and it does where indiscriminate in-breeding is followed. But where careful selections are made it has been proved that the progeny of one pair of fowls may be crossed and inter-crossed together year after year with the best results, because as time passes the good qualities are preserved, by selecting the best every year, and the poor qualities gradually bred out. It is not possible to absolutely breed out the tendency to reversion, but this tendency grows weaker every year that line breeding, with its careful selection, is practiced. Usually a pen of females of the same breeding is mated with a male of equally good breeding. The male of the first year is used to head a pen of the pullets of that year, and a cockerel of high quality is bred back to the hens of the first year. The third year a male bird from the original male is bred to females from the pullets of the original females, always selecting the very best specimens for the breeding pen. This course is followed year after year, the chicks of each year, which are to be used as breeders the next year, being hatched from eggs of the very best mating that can be selected from the hatch of the previous year. Following this year after year, discarding all but the best, a strain which can be relied on to furnish a very large percentage of the highest quality is perfected. The beginner who does not want to take the trouble to build up a strain of his own can always continue line breeding by purchasing his males from the breeder of whom he bought his original fowls or eggs. For instance, a beginner who desires to breed the very best and breed in line so as to keep on breeding the very best, could buy eggs or fowls of the Frank Foy line-bred strains, and the next year buy a cock for his private breeding pen from which to hatch chicks for the next year and so on, thus securing to himself all the benefits of line breeding, without in any way worrying about results or making the mistakes that beginners are liable to make.

Q. What is the best plan to follow in building a poultry house?

A. The best plan is the simplest one. A poultry house should be simply a box, square or oblong, with plenty of windows in the south side. It should be built so as to keep out wind and water, being tight enough to prevent all drafts or currents of air. The doors and windows should be closely fitted. The roosts and nest boxes should be arranged so they could be taken out without trouble when the house is cleaned and whitewashed. What the hen wants is a house that is light, dry and warm enough so she will be comfortable in cold weather. Allow four square feet of floor space for each grown fowl; that is, a house eight by twelve feet will accommodate twenty-four hens, and give them plenty of room. Double the number of hens can roost in such a house if they have free range in the daytime. It is best to make separate houses or divide the poultry house into rooms so that not more than fifty are in a room. Where such rooms are provided the hens can soon be taught to go to their own house or into their own room to sleep. Even when hens sleep in the trees, each one sleeps on the same limb every night, and it is but little trouble to teach them to go to their own places.

Q. How can I succeed in the poultry business?

A. This catalogue tells you a great deal about how I succeeded. Go into it as you would into any other business, with a determination to stick to it and do the very best you can every day in the year. If you get the right stock to start with and take good care of it, success is certain.

Q. How many fowls can one man take care of?

A. One man can take care of a thousand hens, if he puts in his time as he would at other work. By the time a man has a thousand hens he is usually able to take things easy and hire help to do the work while he manages the business.

LIBRARY OF CONGRESS
0 002 866 933 1

# THE REAL BEAUTY

ONE OF FRANK FOY'S SILVER LACED WYANDOTTE HENS

A BRED-TO-LAY SHOW BIRD

LEWIS-WALLACE PTG. CO.,
DES MOINES, IA.